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The American Artisan
And Hardware Record

Vol. 50. No. 25. CHICAGO, DECEMBER 23, 1905. $2.00 Per Year.

COLUMBUS BOLT WORKS,
COLUMBUS, OHIO.
Bolts, Rivets, Nuts, Washers, Carriage Forgings, Etc.
CATALOG AND PRICES ON APPLICATION.

Always On Top

Any weak spot in your roofs should be attended to now. A leaky roof can cause an immense loss on short notice. **American Seal Elastic Oil Cement** is sure cure. If your roof is old and cannot be soldered this is the one thing to use. American Seal Roof Paints, Metallic and Graphite, preserve and protect. None better, none just as good. Prices are right even if the quality is the very best.

Agencies:
THE PERKINS ROOFING & SUPPLY CO.
235 Lake St., CHICAGO, ILL.
STOCKHOFF SUPPLY CO., 107 N. Main St., ST. LOUIS, MO.

FURNACE CHAIN
AMERICAN PATTERN
The kind that lasts as long as the furnace
Manufactured by
Oneida Community Ltd.,
ONEIDA, N. Y.

This Space for Sale. Inquire of Daniel Stern, 69 Dearborn St., Chicago.

WE MAKE

Stove, Tire and Carriage Bolts—Rods, Rivets, Machine Screws, Nuts, Hinge Pins and Special Bolts Screws and Nuts of all descriptions

THE ATLAS BOLT & SCREW CO.
Cleveland, O.

BLACK DIAMOND FILES and RASPS

PERFECT—ALWAYS
Twelve Medals Awarded at International Expositions
Copy of Catalogue will be sent free to any interested file user upon application.
G. & H. BARNETT COMPANY
Black Diamond File Works PHILADELPHIA

BROWN WELDLESS COW TIES
Twice as strong as welded chain.

A sample (full length) delivered for **one cent.**
Any Retail Dealer sending postal card request with name of Jobber secures sample prepaid.

Sole Manufacturers
The Bridgeport Chain Co., Bridgeport, Conn.

Honest Goods

ON A

"Square Deal" Basis

PITTSBURGH, PA., DEC. 23, 1905.

TO THE STOVE AND ALLIED TRADES
IN THE UNITED STATES AND CANADA.

GENTLEMEN:—

You have all had a very busy and we hope a very prosperous season.

We trust that you will be very much benefited by your slight indulgence "The Rest Cure" made possible by this Holiday Season.

We wish you good digestion—true friends and many a Merry "Christmas to enjoy them.

Sincerely yours,

PITTSBURGH STOVE & RANGE CO.

MAKERS OF

Cinderella Stoves
Good Luck Stoves
Tremont Stoves & Furnaces
Etna & Gold Medal Furnaces

Jewel Gasolene Stoves

It's Easy To Sell Jewels Made by Clark in Chicago

Jewel All-Steel Gasolene Evaporator Cabinet Range

FEATURES:

Large oven and warming closet.

Polished Brass Tank.

German silver needles, separate and removable. Raised grates.

Large burners with sub flames and drip pans below for each.

Cabinet frames of steel. Ebony finish. Castors.

A rich appearance is given by the strong contrast of the nickeled trimmings and brass tank with ebony finish of body.

WRITE FOR CATALOGUE NO. 64

Jewel Steel Ranges

MADE IN CHICAGO

Of the best material

By skilled mechanics

On plans that work

WRITE FOR CATALOGUE

Jewel Excellence to-day is the result of *Twenty-Five* years of honest effort to make Jewel Stoves the best in the world.

HARI

GEORGE M. CLARK & CO.

DIVISION AMERICAN STOVE CO.

F. M. BOR

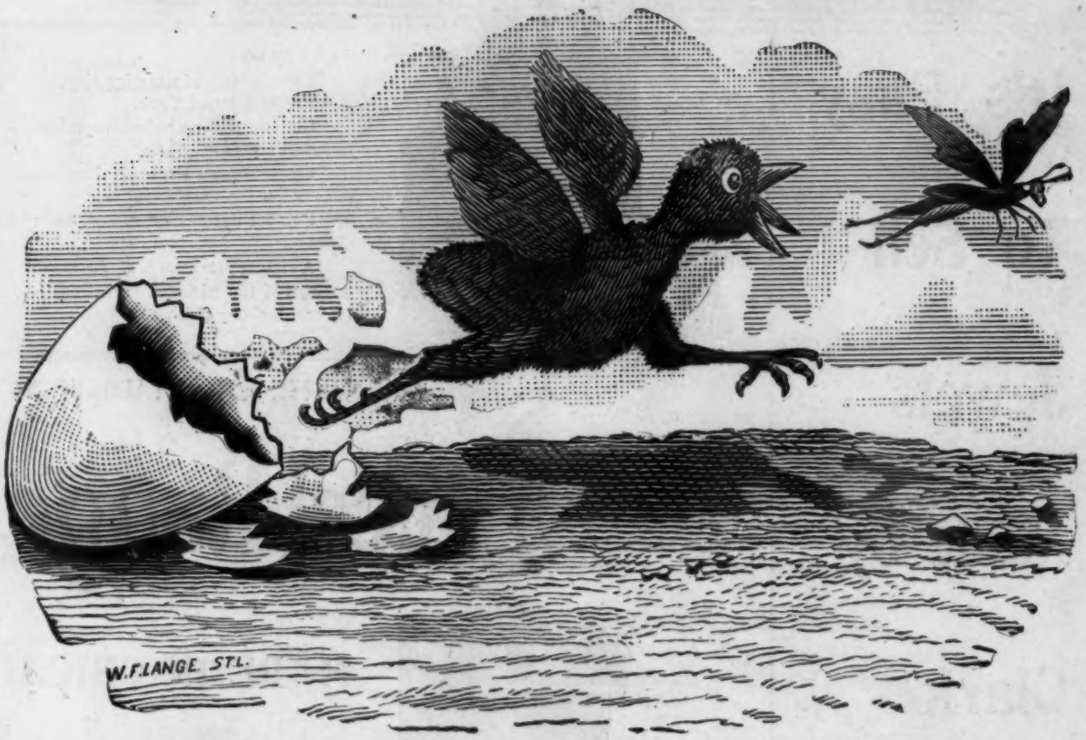
118-120-Are all right

CHICAGO

QUICK MEAL QUICK MEAL QUICK MEAL QUICK MEAL THAT'S WHAT THEY ARE. QUICK MEAL QUICK MEAL QUICK MEAL QUICK MEAL

QUICK MEAL

STEEL RANGES



Are constructed on a principle that secures economy in the use of fuel as the outside walls are lined with asbestos and covered with heavy sheet steel. This retains the heat and radiates it through the oven or to the top, just where it is needed. The Base, Corner Tubes, High Closet, High Shelf and nearly all ornaments being made of sheet Steel makes the range lighter and stronger. This not only saves freight, but does away with the liability of breakage in handling. "Quick Meal" Steel Ranges have so many good points that it makes them easy to sell.

RINGEN STOVE CO. DIV. OF AMERICAN STOVE CO.

ST. LOUIS.

San Francisco, Cal.
115-121 Townsend St.

Portland, Ore
4th and Davis

The Safe Gasoline Stove

The

"INSURANCE"

is the only stove where provision is made to automatically shut off the gasoline should the burners be accidently blown out or a child open any of the valves.

ORDER NOW FOR 1906

Manufactured by

NATIONAL STOVE COMPANY Div. American Stove Co. LORAIN, OHIO

BRANCHES:

318 Vine St., ST. LOUIS, MO. ST. PAUL, MINN. 215 Church St., PHILADELPHIA, PA.

FOR SALE BY

'PER & McINTYRE CO.,
Ottumwa, Iowa.
Southern Iowa and Northern Missouri.

F. I 'DEN & BRO.,
122 No Second St, Philadelphia, Pa.

MARSHALL WELLS HARDWARE CO.,
Duluth, Minn.
Northern Wis., Northern Minn., North Dakota and Northern part of South Dakota.

PACIFIC STOVE CO.,
Los Angeles, California.
State of California.

SOMETHING ENTIRELY NEW

Powerful Burners

LIGHTS ALMOST INSTANTLY

SMOKELESS GENERATOR

SAFETY TANK

It's an easy thing to claim "Finest Grade," "Highest Standard," etc., but when it comes to results—well, that is a different story.

It is not our way to make exaggerated statements which we are not prepared to substantiate. We DO claim to have the finest line of VAPOR STOVES that has ever been placed on the market, and would suggest that you investigate the same before arranging for your season's requirements.

Our ability to supply you with stoves of exceptional merit, and the desire to make our services of real value to you, is the basis upon which we solicit your patronage.

THE DANGLER STOVE CO., Div.

AMERICAN STOVE CO.

CLEVELAND, - - - OHIO

The "RELIABLE" Range

Sells Quickest—Because

in its construction are combined in perfect harmony **not a few—but all** features of practical value that are considered desirable by dealers in, and by users of, steel ranges.

Made and fully guaranteed by

Catalogue No. 26A and prices to the trade will interest you. Write for them NOW.

The Schneider & Trenkamp Co.

Div. of American Stove Co.

Cleveland, Ohio

Foster's Prize Steel Range

The Leader of the Season.

It embodies all late improvements looking to quality and efficiency, yet can be sold at comparatively low prices. It will pay the dealer to order a sample and consider agency.

Write for Catalog.

THE FOSTER STOVE CO.

IRONTON, OHIO

For the most successful year it has ever been our lot to enjoy, we beg to thank our friends in the trade. We wish them all joy and prosperity—a Merry Christmas and most Happy New Year.

GEM CITY STOVE COMPANY, DAYTON, OHIO

Peace on Earth

Good Will Toward Men

THE BUSIEST MAKERS OF STOVES & RANGES IN THE WORLD

The Portsmouth Stove and Range Company

PORTSMOUTH, OHIO

Here's a Snap for Wide-Awake Range Dealers

I am going to sell 1,000 400 lb. six hole steel ranges finished in Japan for

$15.00 Each

just to keep my boys busy and foundry running full blast. I'll sell the ranges too, so you'd better get in line and ORDER NOW.

These ranges formerly retailed at $60 each. Send me a carload order and get my best cash discount or I'll give dating to firms with satisfactory credit. What better proposition can you ask for, if you have a little capital, are sufficiently enterprising, and want to make money?

DO YOU KNOW there is a big demand for the "Willard" Steel Ranges because they give perfect satisfaction, and don't cost too much? Then why don't you supply them? I would much rather sell to a good hustling dealer than direct to the consumer.

WILLARD STEEL RANGES

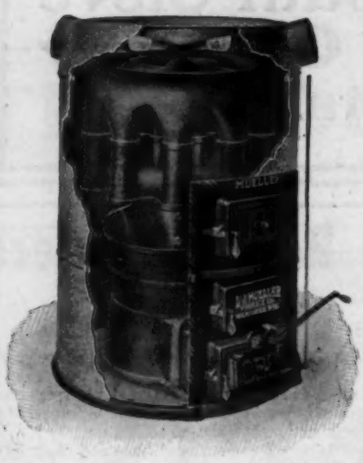
are advertised in many leading publications, and the people know them and want them. Get my prices—it means profits—DOLLARS—to you. Every sale leads to another I can sell you a better range than you can buy ANYWHERE for the money, one that cooks well and bakes evenly and perfectly, and will last a lifetime, with proper care. Tell me how many ranges you can sell annually and I will make you a very interesting proposition.

AGENTS WANTED.

WM. G. WILLARD, Room No. 28 Willard Bldg., 316 CHESTNUT STREET, **ST. LOUIS, MO.**

WHEN a logger places a wedge in a log and hits it a blow he does not know how much of a split the effort will make, but he does know that if he continues to hit the wedge the log will soon lie in twain. The driving wedge to business is advertising. You cannot expect to make your success with a single ad, no matter how large. Continual rapping does it.

Merry Christmas



Our Time Is Worth Money

But we always have time to give our customers, and prospective buyers the benefit of our 48 years experience in the heating business.

We furnish estimates of cost and working plans, also give engineering advice pertaining to any system of heating.

These estimates, plans and engineering advice, all given without charge, may be of great benefit to you.

Furthermore, we sell you heaters that have never been equaled—the MUELLER.

Write us, and we will send you our complete catalogue illustrating all heaters we make.

L. J. Mueller Furnace Co.

ESTABLISHED 1857 **191 Reed St., Milwaukee, Wis.**

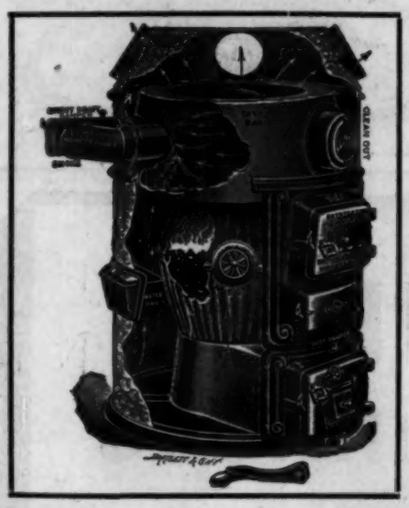
Happy New Year

WE cordially thank the trade for their many kind favors during the past year.

THE NAME

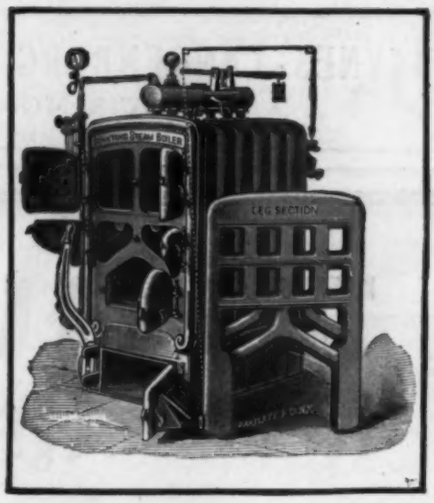
BOYNTON

has an established value when applied to **Furnaces, Steam and Hot Water Heaters.**



This has been gained by years of honest value — by giving in 1849, 1860, 1870, 1880, 1890, 1900, 1905 the best heating apparatus made at that time. Our customers know that we keep abreast of the times and are always first in the field with every real improvement.

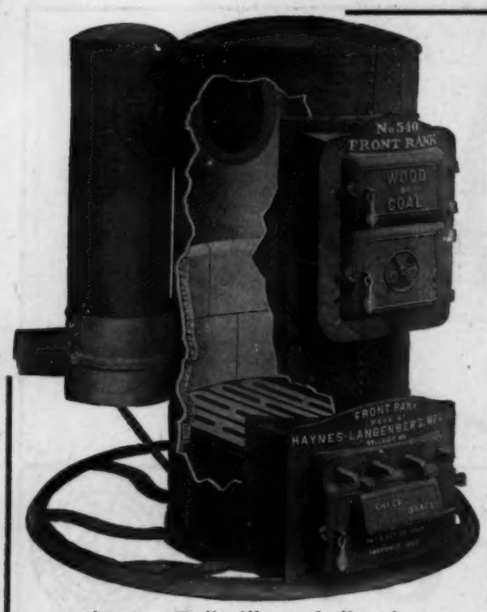
WRITE US FOR CATALOGUE



The BOYNTON FURNACE CO.

147-149 Lake St., CHICAGO **207-209 Water St., NEW YORK**

WE wish them all a Merry Christmas and a most Happy and Successful New Year.



10,000 ST. LOUIS HOMES

And THOUSANDS elsewhere attest the **SUPERIORITY** of

Front Rank Steel FURNACES

20 YEARS of experience in the manufacture of steel furnaces enables us to present the type shown herewith. It is the embodiment of the strongest features gained in our long experience. Built like a boiler, has no cast fire pots to crack or warp nor cemented joints to leak gas—a powerful heater because of the long vertical fire travel.

Burns **hard or soft coal, wood, gas or coke.**

HAYNES-LANGENBERG MFG. CO.,
ST. LOUIS, MO.

TRIUMPH
HOT AIR FURNACES

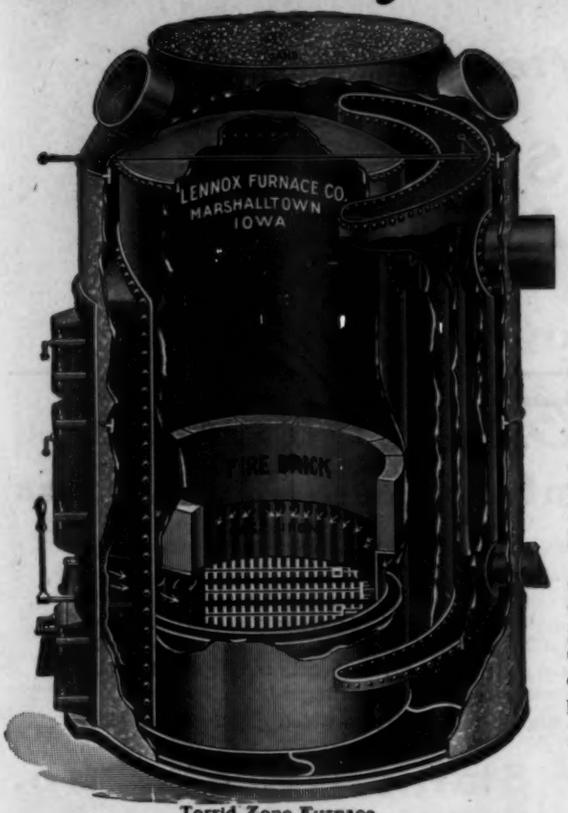
Are Made in
MANY STYLES
and in
MANY SIZES

JOHN KONTNY, Western Agent
65-67 N. Desplaines St., CHICAGO

THE CRAIG-REYNOLDS FDY. CO.
DAYTON, OHIO

Mfrs. Triumph Furnaces, Triumph Hot Water and Triumph Steam Heaters

An Easy Furnace to Set



Torrid Zone Furnace

As easy as any stove.
An easy furnace to manage, and likewise an easy furnace to sell is the

LENNOX Torrid Zone

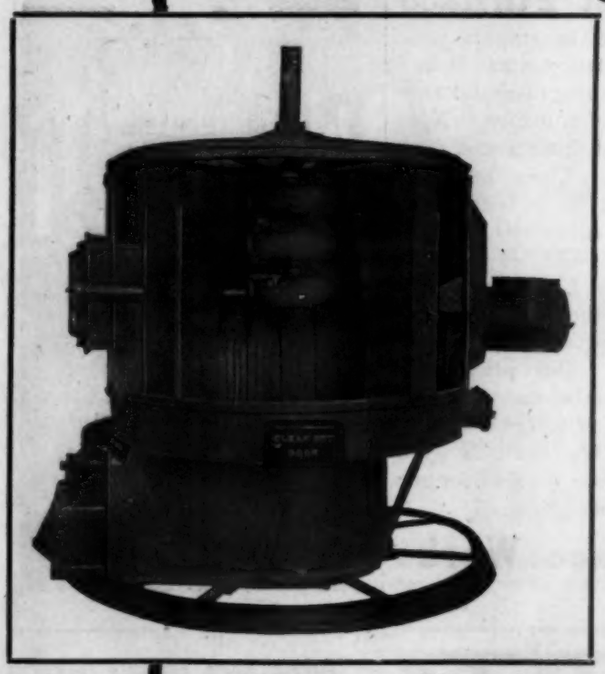
Steel Furnace, riveted like a boiler and absolutely gas tight.

Study this cut and note the simplicity of the job, the boiler-like construction with fire pot in sections and enclosed within the steel shell. Note the extra radiator with a diving flue that makes the smoke travel twice its length before reaching the chimney. Note the double feed doors which make it easy to manage.

Remember that there is not a packed joint about the job, even the head at the bottom is riveted in gas tight under hydraulic pressure. Also that this furnace is now sold in twenty-two states and throughout the Canadian Northwest where none but a powerful heater can battle with a northern winter. Heavy steel and perfect workmanship have made this a wonderful furnace.

The Lennox Furnace Co.
Marshalltown, Iowa

Start Right in 1906



1906 will be a banner year in the Heating Business—and you should plan to get your full share of orders.

Lay a good foundation—start right—and you'll be surprised how easy the business will come.

If you take the exclusive agency for the KELSEY Generator, you will have behind you not only a Heating System that is rapidly distancing hot air furnaces—but we will work and co-operate with you in rounding up sales.

We would like to explain this to you in detail before you decide on your line for the coming year.

We want to tell you about the KELSEY points of merit—features take the KELSEY out of the competition class.

We want to explain how we will assist you to make sales.

We want to tell you the experience of the 800 KELSEY agents—and what the users say about the KELSEY Generator.

Merely send us your name and address and we'll be glad to send you our proposition in detail.

We urge immediate inquiry, before some other dealer secures the agency in your vicinity.

Shall we send the Proposition?

"There's Only ONE Warm Air Generator!"

Kelsey Heating Co., Syracuse, N. Y.

New York
156 FIFTH AVENUE

Philadelphia:
Builders' Exchange, 24 S. 7th St.

JAMES SMART MFG. CO., Brockville, Ont.
Sole Makers for Canada.

Western Sales Agents:
COOK & VAN EVERA COMPANY
38 East Lake Street, CHICAGO

Notice

Our new address after Jan. 1st, 1906

20 LAKE STREET
CHICAGO

Richardson and Boynton Company

Height over all, 63 inches.

The Stanton
Seamless Warm Air Furnace

Why sell a cheap and inferior line of Furnaces, simply because your competitor does.

There is no money in handling cheap Furnaces. They are sold on price alone, and not on merit. The STANTON SEAMLESS STEEL FURNACE has been on the market for ten years, and many of them in use for that length of time without repairs, and still good.

Write for our catalogues which give full description.

***The* Stanton Heater Co.**
Martins Ferry, Ohio

GREEN'S LOW DOWN

All Cast Furnace has continued to grow in popularity for ten years. It has proven to be more popular this year than ever before. Now just stop and think about that a moment. There must be some reason for it because so many other furnaces have had a very different experience. Besides the Low Down we make five other styles, so you are pretty certain to find what you want. Our prices are very reasonable, and think of the time and freight we can save you. We shall be glad to receive your request for our catalogue and prices.

Green Foundry and Furnace Works
Des Moines, Iowa

THERMOSTATS

SPRAGUE DAMPER & VALVE REGULATORS Non-Electric.
10 years in use. Thousands giving satisfaction; they are guaranteed; also Sprague Electrics, and automatic checks for Steam, Hot Water and Hot Air Heaters of all kinds.
HOWARD THERMO. CO., - West, Oswego, N. Y.

"Advertising doesn't jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."–John Wanamaker.

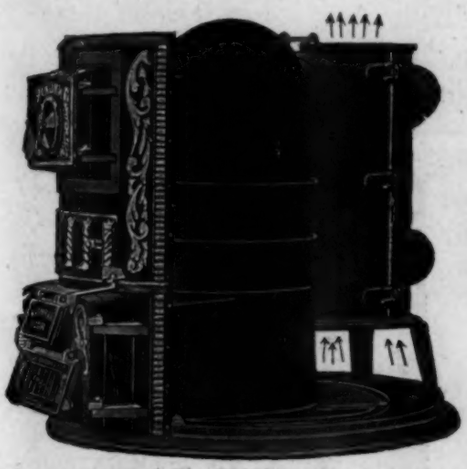
The Gilt Edge Badger Furnace

is designed to give the greatest efficiency and economy possible. This is accomplished largely in giving it a high dome and a large radiating surface. Other furnaces of somewhat similar form have radiators not more than 16″ in height; this furnace embodies one from 20″ to 24″. The combustion chamber is exceedingly large as the body, containing the coal spout, is comparatively small. The products of combustion liberated are, therefore, compelled to ignite and burn before passing into the radiator, thus utilizing a great amount of heat that is otherwise wasted. For hard coal exclusively. Many other unique features will be discovered by a perusal of our CATALOGUE, WHICH IS SENT FREE

R. J. SCHWAB & SONS CO.

THE FURNACE MEN

MILWAUKEE ∴ ∴ WISCONSIN



THE NEW "LOW DOWN"

CROWN WARM AIR FURNACE

(Patented)

has been reconstructed to incorporate all good features and is now without a doubt the most serviceable of any made. Adapted

FOR ALL MINERAL FUELS

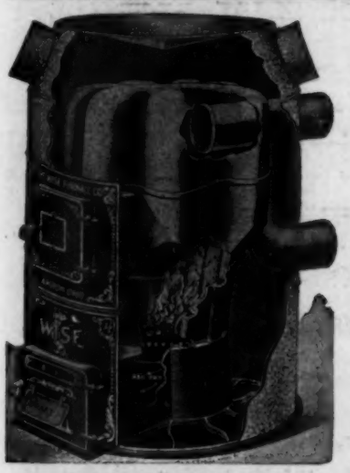
It is fully covered by letters patent. Hence in securing agency you get a monopoly of an apparatus that sells and

BRINGS GOOD PROFIT

Write for our proposition.

The MARCH BROWNBACK STOVE CO.

POTTSTOWN, PA.



Fools

Pay dearly for their experience. They spend their time, money and energy going at things blindly. Before buying furnaces, the experienced read the catalog of

The Wise Furnaces

and find out what constitutes a good heating system. There are several unique features in those

Manufactured by

The Wise Furnace Co.

Good Sellers **Akron, Ohio** **See their catalog**

Persistence in Advertising

In the expansion of business now bringing profit to so many manufacturers, advertisers who have made themselves regularly prominent in the past five years have been notable in reaping the rewards of persistent publicity.

Strong Points of **Born Steel Ranges**

7 Front Draw Rod For Direct Draft Damper

IN most other ranges the damper handle is back by the pipe where one has not only to reach across boiling pots and red hot lids to get hold of it, but has to operate it with an awkward up and down or side motion.

This cut shows how conveniently the damper on the Born Range may be opened or closed. Handle right in front—easily drawn forward or pushed backward.

Features of convenience like this make selling easy.

The Born Steel Range Co.
CLEVELAND, OHIO

Vacuum Heating
POST YOUR SELF MARVELOUS FUEL SAVING
Write for New Catalogues, full particulars and prices
the system of the future
Kellogg-Mackay-Cameron Co. SOLE OWNERS
CHICAGO MINNEAPOLIS KANSAS CITY SEATTLE
MORGAN PATENTS

MONCRIEF
WARM AIR FURNACE.

Specialties:
- All Cast Iron.
- Moncrief Duplex Grate.
- Large Radiating Surface.
- Double Fire Pot.
- Large Grate Surface.
- Top Return Flue.
- Simplicity, Durability, Economy.
- Cleanliness in Use.

HENRY & SCHEIBLE CO.
6-8-10 Long St., Cleveland, O.
Sales Agent—J. C. KIMMEL, 2214 East 15th St., Kansas City, Mo.

The New Lion Furnace

Will be Placed on the Market Jan. 1st.

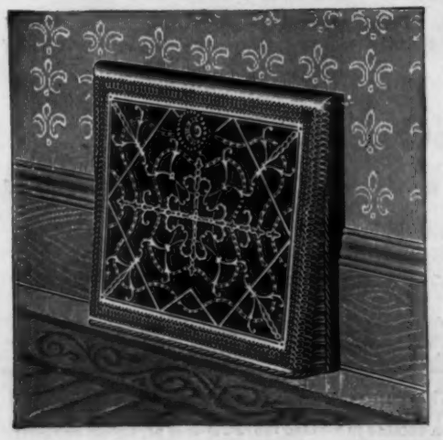
Besides embodying the usual qualities for which the "Lion" furnace has been noted we have solved in its reconstruction some problems in the manufacture of hard and soft coal furnaces that have puzzled furnace makers for years and have succeeded in making it

AT A LOW COST

We will also be able to furnish our Ohio and Western Penna. trade with an Oak Stove "down draft," which we have thoroughly tested with both soft and hard coal and crude oil. Also a stove which can be used for soft coal and gas.

WRITE FOR INFORMATION

YOUNGSTOWN FURNACE & SUPPLY CO.
YOUNGSTOWN, OHIO



WE CHALLENGE COMPARISON

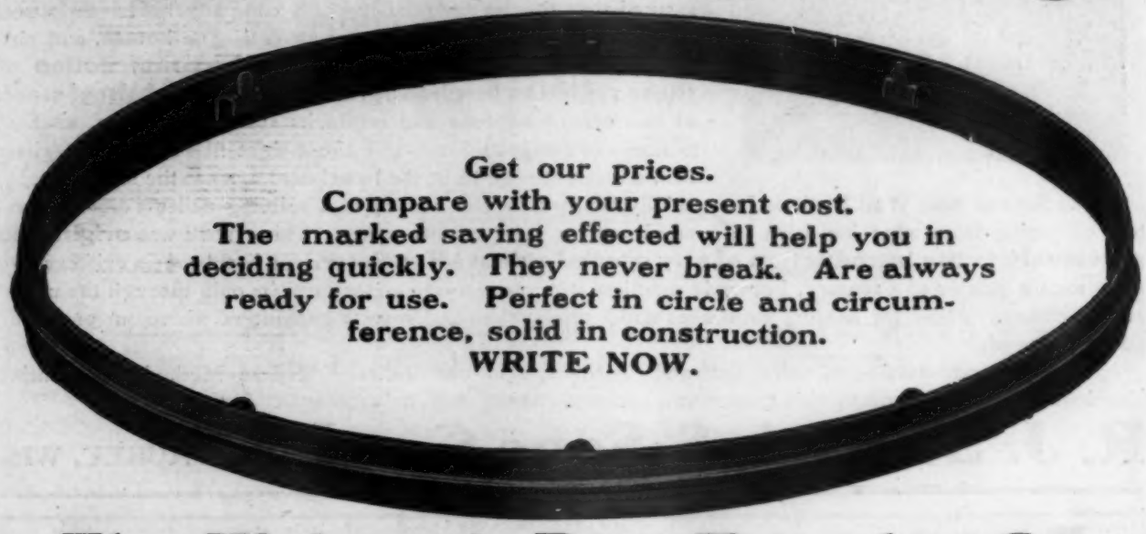
Stowell Side Wall Registers
ARE REGISTERS OF MERIT

Furnished Either With or Without Boxes.
BOXES are easy to place and fit all standard pipe. Largest air space. Attractive design. Our new Side Wall catalogue is worth having if you use or ever expect to use Side Wall Registers.

Stowell Mfg. & Foundry Co.
51-73 Milwaukee Ave., SOUTH MILWAUKEE, WIS.

When you arrange for **1906** Decide to use

Steel Casing Rings



Get our prices.
Compare with your present cost.
The marked saving effected will help you in deciding quickly. They never break. Are always ready for use. Perfect in circle and circumference, solid in construction.
WRITE NOW.

The Walworth Run Foundry Co.

Makers of Fine Grey Iron Castings. Manufacturers of Warm Air Registers.

883 Empress St., CLEVELAND, OHIO

CAN you afford Mr. Dealer, to risk your **business reputation** by recommending cheap, inferior and unsatisfactory furnaces? Particularly as such a course is entirely unnecessary when you can secure an agency for

FLORAL CITY FURNACES

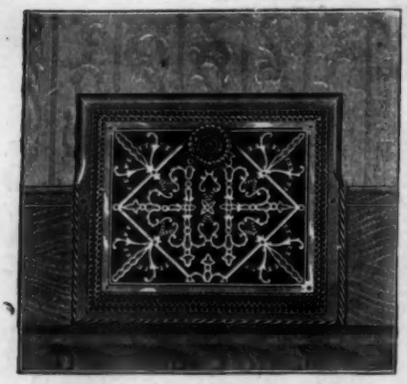
which are made with perfect castings by skilled workmen under careful supervision.

Monroe Foundry & Furnace Co., Monroe, Mich.

Hero Furnace
Hot Water Attachments

Charles Smith Company,
101 Lake St.
CHICAGO

H. A. Goold, Hiawatha, Kans., writes April 5, 1904: "You may discontinue my ad, as I have had so many answers that I was surprised. Your paper is well worth the subscription price, and I cannot see how any tinner wants to get along without it."



THE SCHWAB SIDE WALL REGISTER

and register box not only has a larger capacity than any other special side wall register manufactured, where the register box is shipped with the register, but this **capacity is not reduced in a vain endeavor to utilize any part of it as a ventilator.**

The trade in using the Schwab Side Wall Register may be assured that they are purchasing of a company that has **refused** to sell both furnaces and registers to catalogue houses, and also that in **no time in the future will the construction of these registers be cheapened by the use of sheet steel,** as this cannot be done and retain its superior qualities, such as neatness of design, a flange to make a tight fit inside the register box, a straight edge to fit the base board against the same, etc.

The Schwab Side Wall Register is especially adapted for the heating of a building under a different system of piping from what has been in general use for the past fifty years. This system was **originated previously to the introduction of any special side wall register.** It has been in existence for more than a quarter of a century, but made practical *with the ordinary 4-inch partition* only through the use of *these* registers. Plans for heating residences under this system and results guaranteed where our plans and goods are used.

Write for our catalogue, price list and discount, also our leaflet, "Modern Methods of Heating Residences," fully describing this system and register.

R. J. Schwab & Sons Co., The Furnace Men MILWAUKEE, WIS.

"T & B" REGISTERS

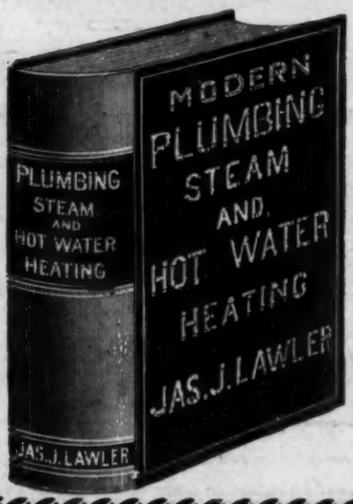
The Old Reliable
The Standard of Comparison

If you want registers **QUICK** remember that our stock, of the best registers made, now consists of **600,000** pieces.

Tuttle & Bailey Manufacturing Company
ESTABLISHED 1846
NEW YORK CHICAGO BOSTON BROOKLYN

Modern Sanitary Plumbing.

Steam and Hot Water Heating.



An Encyclopedia of Practical Plumbing.
By JAMES J. LAWLER.
400 pages, large octavo, size 6x9 inches. Price, $3.00.

A reviewer in speaking of this book says:

"This is a book of an intensely practical character. It contains hundreds of drawings and plans and has already taken its place as a leading practical authority in its chosen field."

"Whether the mechanic is looking for information about hot water systems for greenhouses under pressure or is desirous of learning the capacity of the hydraulic ram; whether he is anxious to learn how to make the smoke and peppermint test or wants to protect his well from cesspool soakage; whether he desires a receipt for plumber's soil or is anxious for tips on the location of hot water boilers below the waterback; whether he would delve into the mysteries of exhaust steam heating or would gather points on the box waste connections; whether his work is tapping radiator mains or making repairs in occupied houses; in any of the above or a thousand other cases that will arise in the course of a year's work at plumbing or steam fitting this book will be found to contain a ready key to the technical questions at issue."

For Sale by **DANIEL STERN,**
69 Dearborn St., - - CHICAGO.

WE wish to thank our many friends for the liberal patronage extended to us in the past, and wish them one and all a Merry Christmas and a Happy and Prosperous New Year.

WE take advantage of this opportunity of assuring the trade that we shall continue in the future as in the past, to make the Jones Registers so that they will be the STANDARD OF COMPARISON, as has been the case since placing these improved registers on the market.

We shall always refuse to sell our product to catalogue houses. Knowing that this will be appreciated, we are,

Yours very truly,

THE UNITED STATES REGISTER COMPANY., Ltd.
BATTLE CREEK, MICH.

STERLING AIR HEATING RADIATOR

Easily attached to any STOVE, RANGE or FURNACE using any kind of fuel. **Doubles the heating capacity or saves 50 per cent of fuel expense.** Insures warm floors, uniform temperature, **continuous circulation**, comfort and health. From 50 to 90 per cent of the heat usually escapes up the chimney and is utterly lost.

The Sterling Radiator saves and utilizes this heat. Can be used in adjoining room or in room above stove with excellent results.

Constructed on scientific principles. Does not interfere with draught. Always satisfactory. Nothing like it. Neat. No other radiator that will admit of comparison.

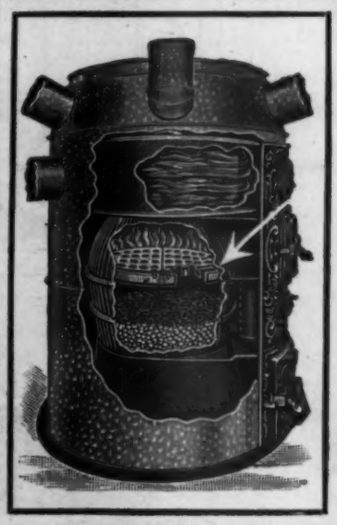
A money maker for dealers.

Write for full description and terms.

STERLING AIR RADIATOR CO.
617-60 Wabash Ave., Chicago, Ill.

Southnek & McElrath,
Moville, Iowa, write:

"Please take out our Want Advertisement. We have too many letters to answer."



This shows how the Shoals Fuel-Saving Attachment ignites the gas in a furnace.

When the gas passes through the jets in the plates, *the gas ignites!* You can see it.

Igniting this gas means more heat from less coal.

We'll ship you an Attachment on trial, if you'll take the Exclusive Agency for your vicinity as soon as you see the Attachment is a success.

Ask for our interesting booklet that tells all about the Shoals Attachment.

Mailed with discounts to the trade.

NATIONAL HEATING APPLIANCE CO,
Sales Department :: :: UTICA, N. Y.
Western Office, 145 La Salle Street. CHICAGO

MUELLER WALL REGISTERS

Simple
Durable
Quickest Installed
Greatest Capacity

We also make a complete line of Floor Registers. GET OUR PRICES.

L. J. MUELLER FURNACE CO.
191 REED STREET Established 1857 MILWAUKEE, WIS.

ROUND OAK
Standard of America

We cordially wish
our customers
and friends

A Merry Christmas

and

Happy Prosperous New Year

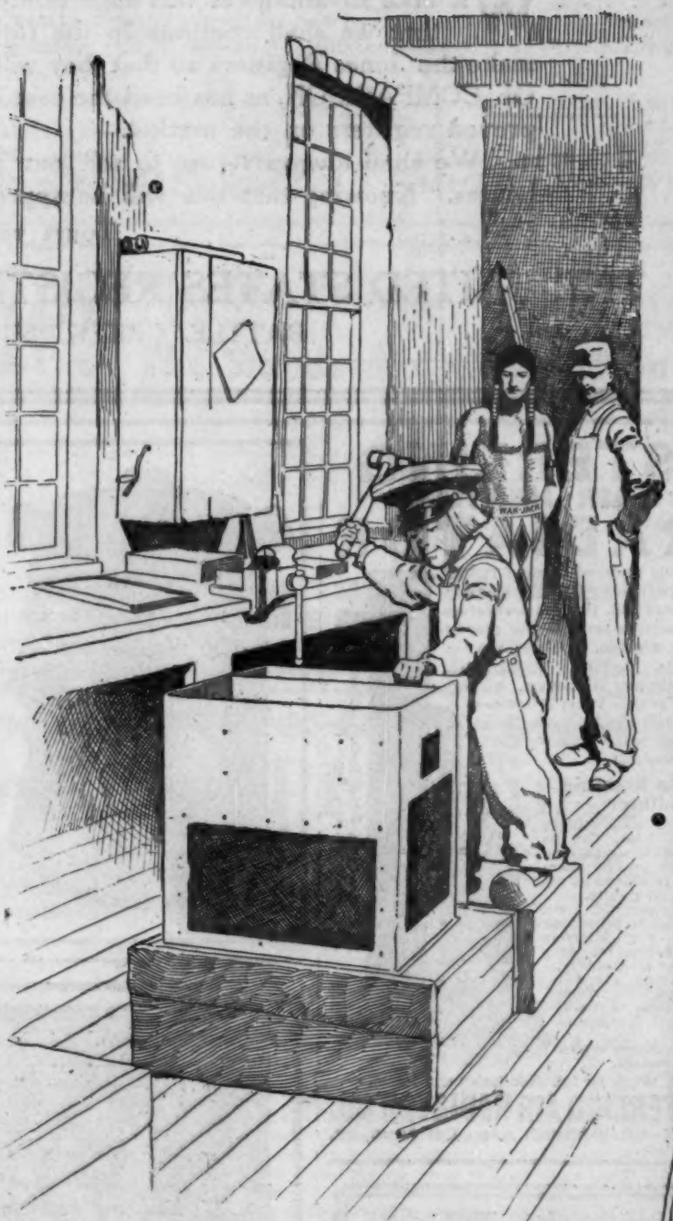
Estate of

P. D. BECKWITH

Fred E. Lee, Manager

Dowagiac Mich.

MAKERS OF GOOD GOODS ONLY



"I am learning, Doe-wah-jack, and soon I will be able to make the Chief Steel Range just as fast as any of them."

ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

TERMS OF SUBSCRIPTION IN THE UNITED STATES, THEIR POSSESSIONS AND CANADA, (Invariably in advance): ONE YEAR, POSTAGE PAID, $2.00. IN FOREIGN COUNTRIES EXCEPT CANADA, ONE YEAR, POSTAGE PAID, $4.00.

Address all Letters, communications, and remittances to

DANIEL STERN, PUBLISHER AND PROPRIETOR,

69 DEARBORN STREET, CHICAGO, ILL.

Entered at the Chicago Post Office as Second Class Matter.

THIS PAPER IS A MEMBER OF THE CHICAGO TRADE PRESS ASSOCIATION.

CHICAGO, DECEMBER 23, 1905.

THE CHRISTMAS of 1905 will be more than usually joyful. Benignity reigns in all sections of the land. Prosperity rests impartially upon all homes. Kris Kringle and his pack will be very bounteous. THE AMERICAN ARTISAN congratulates the country upon its good fortune. It congratulates its readers upon the satisfactory consumptive demand which it has been their privilege to enjoy. It wishes one and all a merry, optimistic Christmas.

Labelled Properly.

"I AM a man. I believe the earth is flat. You think it is round. Therefore you are not a man." This system of logic accounts for the opening paragraph in the communication of Charles H. Williams, page twenty-six, this issue. Mr. Williams says in substance: "I am a retailer. I believe in the Joint Committee. The author of the December ninth communication does not believe in the Joint Committee. He is not a retailer. The letter is not genuine."

Mr. Williams' denial may be considered as strong as our affirmation. We grant that. We ask, Why in the world should we state over a nom-de-plume exactly what we have published in many editorials?

We have written to *Retailer*. We have asked him to reply to Mr. Williams over his own or an assumed signature. Whether the signature is anonymous or real we hope to publish the reply.

We take immediate and absolute exception to paragraph II. of Mr. Williams' letter. We maintain that THE AMERICAN ARTISAN like every other paper published in this and other countries has the right to publish anonymous communications. Moreover, we declare that our editorial sanctum will not stand as sponsor for these communications, nor for any others. Signed and unsigned communications are printed to improve conditions, to get a consensus of opinion, to get the cream of the wheat. We are no more responsible for opinions expressed than Mr. Williams is responsible for a legal crime committed by one of his clerks. Anonymous communications are commendable. They are published the world over. To accuse us of duplicity, is to accuse the newspaper world in general.

A communication from a prominent retail association officer, whose name we should like to publish, is printed on the same page. Both communications state or imply that THE AMERICAN ARTISAN in attacking two members of the Joint Committee has foresworn the cause of the retail hardware trade. If our correspondents are correct, if it is necessary to swallow head, tail, hoofs, hide, vitals and all to indicate a preference for beef as a diet, then we *have* foresworn the retail hardware dealer. But we maintain that in criticising two members of the Joint Committee, we have acted strictly in accordance with recognized laws of ethical procedure. We believe that the present policy of the Joint Committee is wrong. We believe that the jobbers have dominated the committee. We have labelled them with their true label. We believe that Messrs. Norvell and Fernley are not working with unselfish purpose. We shall criticize their policy so long as it is persevered in and so long as we believe it detrimental to the best interests of our subscribers.

Our action in criticising two members of the Joint Committee has been well considered. It is the result of thorough knowledge of hardware conditions. It is neither precocious nor impulsive. It was instigated not by personal feeling, but by careful investigation of the most conservative, the most respected sentiment in the country. It is not one man's opinion; it is the general opinion. Messrs. Fernley and Norvell have been naughty children. They are being chastened.

In partially revealing Messrs. Norvell and Fernley in their true light, we have no apology to offer. An explanation is due from them. We want to hear more of the many enemies both these men have made by their bear-baiting, bull-in-a-china-shop tactics. We would learn of their hypocrisy. We would hear more about the harm Messrs. Norvell and other jobbers effected when they sold to these same catalogue houses. We would learn whether they stopped selling because the catalogue houses refused to buy or because Messrs. Norvell et caetera really pitied the retailer and discontinued for holy, altruistic reasons.

A dog proves unfaithful, takes his kick and runs and plays. More is expected of a man. But listen. At a meeting of a state hardware association, Mr. Norvell abused the courtesy extended him to address the association on business topics. He went out of his way to falsely malign the character of an association guest and co-worker. He impugned the business integrity of this guest. The latter's friends became incensed and the executive committee of the association decided to take action. They called upon the guest to recite the true facts. When these were presented the members of the committee apologized individually and collectively for the insult offered by Mr. Norvell. They requested the guest, who is the editor of THE AMERICAN ARTISAN, to appear before the association at the next meeting and tell the true version. Mr. Norvell made no effort to defend himself. He did not apol-

ogize. Like a dog he takes his kick and runs and plays.

There were present at this denunciation of Mr. Norvell three other members of the Joint Committee—E. M.Bush, M. L. Corey and T. James Fernley—also the Executive Committee of the Association and S. E. Norvell himself. The denunciation was just. Three members of the Joint Committee know it was just.

Years of work, years of unrewarded effort will not undo the lasting injury Mr. Norvell and other jobbers brought about by selling to the catalogue houses before these latter changed their base of supply. This work should be unrewarded. The contrary is true. Mr. Norvell secured a good business with good profits before the catalogue houses turned to the manufacturers. Now he is enriching himself by notoriety gained in the pose: "I am your true friend, Mr. Retailer. I have the power. I have the brains. Come, pat me on the back. Let me smooth your hair, and then, by the way, don't forget that my house is *the* jobbing house. I am destroying your enemies. I am your friend." And meanwhile, his sponsors, the remaining jobbers, more loyal, less traitorous, are crowding the wings of the dramatic stage, grinding their teeth over the unfair advantage taken by their colleague.

Instead of returning profits obtained by selling to catalogue houses, Mr. Norvell adds to his pile. Instead of working sincerely with and for the other jobbers, he knifes them in the back. Instead of using tactics, tried by retailers in days gone by and proved effective, Mr. Norvell pushes schemes of his own—foolhardy, radical, individual, bull-in-the-china-shop schemes—that demoralize trade conditions, make enemies, do not conciliate manufacturers, wreak irreparable injury.

Many manufacturers have had cause to question Mr. Norvell's ethical standards. So contemptible was his conduct that at the recent Washington conventions the Executive Committee of the National Hardware Association—his own organization—called upon him to apologize to at least two manufacturers. Mr. Norvell can apologize when forced to. When apology depends upon his own sense of decency, it comes not.

Let us quote from Mr. Williams' letter, "Your present attitude toward the whole movement is an enigma and we wonder on receiving each issue who is to be favored next with your attack." We have tried to be plain. We devoted over two pages recently to a denunciation of the boycott as applied to manufacturers of hardware. We have shown, we believe, that we are not in favor of unnatural restriction of output. We have taken the stand in favor of the education as against the deception of the retailer. Few will imagine that we enthusiastically sympathize with Messrs. Norvell and Fernley. We have never spoken in enigmas. We have not changed front. Sincere friends of the hardware trade need have no cause for apprehension. But let the Machiavels squirm. In accordance with our policy we will attack any one who proves disloyal to our friends, the retailers. We don't stand for graft, nor for disloyalty. We don't disturb the little fish. Our policy is clear.

We call attention to these two communications because of their utter singularity—because they are entirely different from any received heretofore. Our mail has never been so heavy, our new subscriptions never so numerous. THE AMERICAN ARTISAN was never so influential nor so powerful as to-day. With a tremendous gain in advertisements, with many additional subscribers, with almost every old advertising contract and subscription blank renewed, it is evident that our stand strikes the popular judgment. It is evident that retailers are loyal, that they realize we are loyal. While our fight was instituted not to increase our subscription lists but to right a wrong, it seems we have aided ourselves unconsciously.

THE AMERICAN ARTISAN did more than any other person or paper in forming the retail hardware associations. It is still their best friend. It is not well to yield implicit faith to the man that constantly brings honey and sugar. We are the best friends of the retailers, just as Secretary Taft was the best friend of the Republican party in denouncing "Boss" Cox. In challenging, not fawning, we are more loyal to the retail associations than ever before. In endeavoring to stop the breach lest the whole structure be undermined, we call for the support of every true, farsighted friend of the retail hardware dealer.

RANDOM SKETCHES.

BY SIDNEY ARNOLD.

One speaks of imagination as a property belonging exclusively to poets, theorists, artists, theologs and all the other professional beings who belong to the thinking rather than the acting world. If an applicant for a business position should write that his imaginative faculties were developed to a remarkable degree, he would probably find himself automatically transferred from a clean-swept floor to the dust-strewn pavement. Modern dictum declares that imagination is quite proper and perhaps necessary for the thinking realms, but decidedly unnecessary and, in fact, undesirable for the hardware sanctum.

On the contrary, I maintain an imagination is the real distinction between man and animal. A century or more ago, people distinguished between man and animal by declaring that men could use tools and that animals could not. Man was called the tool-using animal. Since then research in Africa and stories by explorers have shown that numerous animals use tools, including our Simian cousins. Scientists now maintain that animals can think only in the concrete, while men can think both in the concrete and the abstract. Men can form ideas of the future, which are absolutely impossible for animals. For instance, men can lay plans. They can decide to work and get the reward that accrues from honest effort. On the other hand, suppose a dog has been taught certain tricks. He knows how to sit on his hind legs and beg for food. He knows that after he has sat up he will get a reward, but the dog cannot think in the abstract. He cannot lay plans. He cannot say to himself, "All right, I will sit on my hind legs and then master will give me some cake." He simply knows that sitting on his hind legs is always accompanied by a pleasurable sensation, and he does sit on his hind legs for this reason.

You may think that I am a little bit off the track

in attempting to force psychology into my weekly talk about hardware topics. Not a bit of it! The same difference between a man and a dog is reflected in a minor degree by that between successful retailers of hardware and unsuccessful. The successful retailer knows how to think in the abstract, while the faculty seems impossible for the unsuccessful.

It took men some time to realize that notes stand for more than their actual value. At the beginning all commercial transactions were forms of barter. A man would give a pair of shoes for one hundred pounds of flour or a stock raiser would trade a team of horses for a wagon, etc., etc. Then money was invented and with an increased circulation the stock raiser would sell a number of his horses and get enough to pay for his wagon. Other trades people did likewise. Finally in the present generation, dealers realize that it is not necessary to have money on the counter before deliveries can be made, and that it is profitable in many instances to extend credit. This is one example of the development of the ability to form abstract ideas. An I O U requires abstract thinking. Actual barter is an example of thinking in the concrete.

When applied to the hardware trade, abstract thinking is as necessary to-day as it is in every other industry, in every other walk of life. You will invariably find that the successful merchant is the one who has the best developed imagination, or, in other words, who can think best in the abstract. Moreover you will find that abstract thinking or the ability to form ideas is confined to successful rather than unsuccessful business men.

Window displays are a good example of the idea. A merchant who is accustomed to thinking in the concrete entirely will argue to himself: "Window displays are expensive. They take up a lot of room, shut off the light, require time, patience, money and ideas. They are not worth the cost. I want customers on the inside not the outside of the store." This dealer cannot realize that these expenditures will more than repay themselves—that a model kitchen or new discoveries in the line of roofing, heating, carpentry, etc., will bring people into the store—that profits accruing therefrom will more than repay burning of a candle in the back room. They cannot understand how filling up four by twelve feet of seemingly useless space will ultimately bring them more than the occupancy of the same space with a cornice brake. It is beyond them. They demand to be shown. They cannot see a thing unless it is presented in black and white and then jammed down their throat with a potato masher.

Take advertising! Go to the average retailer and tell him to advertise in his local paper, and he will tell you that he is sick and tired of paying out money for an intangible something that he knows nothing about and that does him absolutely no benefit. A dealer pays $100.00 to a jobbing house and gets in return four dozen dish pans, eight tea kettles, one dozen washing machines, three boxes of tin plates and a couple of steel ranges. He pays out the $100.00 and he knows that he got a certain amount of actual, material, substantial things for it. When a newspaper sends in its bill for a two-inch single column space, fifty-two inches, one year, the dealer lets it hang fire. He got nothing for the advertisement; he cannot look around the store and see the actual returns; he cannot use his block enough to realize that he did get returns without actually seeing them.

I know of a brainy, progressive retailer who has the right idea. He told me a few days ago that on December 23rd he was going to press his two delivery wagons into service and a number of extra employes and deliver to every single householder in the vicinity three holly wreaths for Christmas decoration. Each one of these wreaths will cost him a little less than twenty-five cents. They are good holly wreaths. This outlay involves somewhere in the neighborhood of $400.00. Will he ever get it back? You, Mr. Dealer, who have been unsuccessful and have been bothered by catalogue houses or who find that your customers are decreasing year after year, will say no. You put yourself in a class with animals. You acknowledge that abstract thinking is impossible for you. The retailer that I mentioned, the one who will give away these holly wreaths, has done it before. The gifts are in line with his whole policy. When he took up his business it amounted to between $8,000 and $9,000 a year. Now it is about $40,000, and is constantly growing. Customers won't run in the same day those holly wreaths are received and buy material for their cousin's brother-in-law's sister's kitchen. The original cost won't come back a week after the holly wreaths were bought, but the effect will be good. Every cent paid for the holly wreaths will be returned in more than double its face value.

I will give each reader an opportunity to test his imaginative powers, his ability to look forward and foresee, to let plans develop in his own brain. Are you one of the six out of ten who pronounce the holly wreath plan absolutely impractical? Are you one of the two out of ten that will call the scheme possible and commendable and suitable for next Christmas? Are you the one out of ten that happens to think of New Year's and realizes that some advertising gift can be distributed in your community on this occasion, but that there is not enough time between now and then? Are you the one, not out of ten, but out of one hundred, that realizes that New Year's is a suitable occasion and promptly takes action by telegraphing an order to a large jobber for eight hundred one-pound boxes of good, really decent candy to be distributed the Saturday before New Year's?

* * *

Jan Kubelik, the world renowned violinist, has had his fingers insured for $5,000 each. I hope he will not monkey with the buzz saw.

* * *

When a farmer enters and exclaims that he wants a cheap range and when his wife agrees with Mr. Farmer's statements, it might perhaps be apropos for the dealer to explain to the farmer that there is as much difference between a cheap range and a good range as between a hand and a horse cultivator. If good improved tools are necessary for the farmer they are likewise necessary for the farmer's wife.

News Siftings

MEETINGS.

Inland Empire Implement & Hardware Dealers' Association—Spokane, Washington, January 10, 11, 12.

American Society of Heating and Ventilating Engineers—New York City, January 16, 17, 18. Headquarters, 12 West Thirty-first street.

Retail Dealers' Hardware and Implement Association of Texas—Dallas, January 23, 24, 25.

North Dakota Retail Hardware Association—Grand Forks, January 30, 31.

Pennsylvania Retail Hardware Dealers' Association—Williamsburg, February 6, 7, 8. Headquarters, Park Hotel.

Colorado Retail Dealers' Association—Denver, February 7, 8. Headquarters, Adams Hotel.

Wisconsin Retail Hardware Association — Milwaukee, February 7, 8. Headquarters, West Side Turn Hall.

Nebraska Retail Hardware Dealers' Association—Lincoln, February 13, 14, 15.

Indiana Retail Hardware Association—Indianapolis, February 13, 14, 15. Headquarters, Tomlinson Hall.

Iowa Retail Hardware Dealers' Association—Des Moines, February 14, 15, 16. Headquarters, Bush Block, 812 Walnut street.

Kentucky Retail Hardware and Stone Dealers' Association—Louisville, February 14, 15, 16. Headquarters, Galt House.

Illinois Retail Hardware Association—Chicago, February 20, 21, 22. Headquarters, First Regiment Armory.

Connecticut Hardware Association—New Haven, February 27, 28.

Ohio Hardware Association—Canton, February 27, 28, March 1. Headquarters, Great Auditorium.

Southern Hardware Jobbers' Association—Hot Springs, Va., June 12, 13, 14, 15. Headquarters, the New Homestead.

American Hardware Manufacturers' Association — Hot Springs, Va., June 12, 13, 14, 15. Headquarters, The New Homestead.

Retail Hardware, Implement & Vehicle Dealers' Association of Indian Territory—Oklahoma City, Oklahoma, July 10.

Michigan Retail Hardware Association—Detroit, August 8, 9.

George E. Kendall, superintendent of the LaFayette, Indiana, Stove Works has returned from an extended trip through Nebraska and the far West.

The factory of the Marston Grate Company at Lebanon, New Hampshire, was visited by fire on December 10th with a loss of $5,000 and insurance of $3,200.

James J. Crane, J. W. Kramer and William Scharnweber are the incorporators of the Crane Brothers Company, Edmonds, Washington, capitalized at $10,000 to manufacture stoves and other castings.

F. Belisle is president, J. C. Lamotte is treasurer, and J. B. Lamotte is clerk of the Unique Stove Company recently incorporated at Worcester, Massachusetts, with a capital stock of $50,000 to manufacture stoves, etc.

The Mississippi Valley Stove Works, Fulton, Illinois, have closed down for the holidays. An extensive addition is being built to the factory to be used as a steel range department. A number of necessary repairs will be made and also some improvements during the suspension.

Charles S. Brown, Frank M. Bermiller and J. C. Hoxie, Utica, New York, are the incorporators of the Utica Orchard Heater Company, capitalized at $5,000 to manufacture heating and smoking devices adapted to outdoor use for warding off frosts in orchards, groves and gardens.

The Kansas Railroad Commissioners have ordered a fifty per cent reduction on grain and other rates, to take effect on January 15th. This is equivalent to a twenty per cent reduction of the gross receipts in the state. The railroads threaten retaliation by increasing transit rates.

The Hammer-Bray Company, 130 Fremont street, San Francisco, are sending to their friends an attractive display card, showing the Sparkle range. A couple, presumably on their honeymoon and about to "line their nest," are drinking in wisdom from the lips of a French cook. A Sparkle range is the subject of conversation.

The Star Shovel & Range Company of Vincennes, Indiana, has been reorganized under the name of the Star Shovel & Range Company, Limited, with a capital stock of $100,000. The new company will resume business at the factory and offices of the old Star Shovel & Range Company. The reorganization has not yet been completed and details are lacking.

A new foundry building, one hundred and fifty by two hundred feet has just been completed at Port Chester, New York, for Abendroth Brothers. The company is now putting up a machine shop covering a similar area. The new building will be fitted with electric traveling cranes and modern improvements of a nature to facilitate manufacture and shipping.

The Central Freight Association has adopted resolutions, fixing the differentials on east-bound freight from St. Louis as against East St. Louis. It was agreed that in the through rates from St. Louis the following differentials higher than the East St. Louis rates should prevail: First-class, two cents; second-class, two cents; third and fourth classes, one cent; fifth and sixth classes, one-half cent, one hundred pounds. On special commodity rates, it was agreed that the differentials will be ten cents per ton, net or gross.

The Federal Stove Company, formerly The Cahoone Company, manufacturers of Aerflame Stoves, have established a Western Department with headquarters at St. Charles, Illinois, where Aerflame specialties will be made for general Western territory. The Western department will be under the management of B. W. Dodson and it is understood that a new line of steel ranges embodying the Cahoone or Aerflames patents will be ready for the market early in 1906, announcement regarding which will duly appear in this journal.

John F. Parker, the Chicago agent for A. J. Lindemann, Hoverson & Company, Milwaukee, manufacturers of sheet metal goods, gas and gasolene stoves, wickless oil stoves and stoves and ranges, has resigned his position to represent the Eclipse Gas Stove Company of Rockford, Illinois, in the West. Mr. Parker has been with Lindemann, Hoverson & Company for some time and his work has created satisfaction. He is popular with members of the trade and with the company from which he has resigned. George W. Rue has accepted Mr. Parker's former

position and will conduct the agency at 46-48 South Canal Street, Chicago.

Rebating freight charges, discriminating in favor of certain shippers and the tariff on imports and exports were made subjects for special criticism and condemnation in the annual report of the Interstate Commerce Commission which was made public on December 14th. The commission goes into the subject deeply, taking exception to the present custom of making annual reports of railroad accidents. In the opinion of the commission, these reports should be made each month and all classes of persons included. The commission points out that the Elkins Law is insufficient for present purposes and recommends revision. The subject was handled without gloves.

Intelligence in dogs is vividly illustrated in a calendar for the new year now in process of distribution by the Culter & Proctor Stove Company. The canines are English setters pointing a flock of quail. Many artists have attempted paintings of dogs and other animals, few have met with success. Thomas Blinks, whose painting is shown on the calendar, has been singularly successful. No artist in recent years has attained more prominence in painting hunting dog subjects. At his country home in England he has many valuable dogs which he uses as models. The two dogs shown in the picture "Intelligence" are owned by the artist being presented to him by the Duke of Sutherland. This painting was produced at a cost of $3,600.00. Duplicates of this calendar can be procured for the sum of twenty-five cents on application to the Culter & Proctor Stove Company, Peoria, Illinois.

And something really original has happened—something that is really new under the sun. It is not an air ship calculated to take us from Chicago to New York in three minutes, forty-two seconds, nor is it a contrivance to hold communion with Mars, nor a successful plan for ridding the retail trade of the retail catalogue houses. It is just a plain catalogue but it is a little different. It is a catalogue almanac. It shows a little gypsy. It has an astronomical storm chart. It shows an irate farmer with wife and dog and a mischievous little boy held captive in the apple tree. It contains poetry—real poetry—some by Margaret E. Sangster. It bubbles over with jokes and historical memoranda. It tells of America's first wash day and awakens the humorous instinct by a squib on why women are late. Moreover, there is a string attached to the corner, provided for holding the catalogue on a nail. It is published by the Charter Oak Stove & Range Company, St. Louis.

STOVE SALESMEN MEET.

The ninth annual reception and banquet of the Stove Salesmen's Association of Pennsylvania, was held at Mayer's banquet rooms, 709 North Franklin Street, Philadelphia, on Wednesday, December 20th. About one hundred and twenty guests were present. The meeting was singularly successful both in the matter of numbers and congeniality. The reception began at 10 a. m. and continued until dusk. A business meeting followed and at 8 o'clock the banquet was tendered. Toward the close of the meal the following toasts were responded to, the speakers being introduced by John R. McKnight:

"Educating Salesmen," Harry W. Kern.

"Why Every Stove Salesman Traveling in Pennsylvania Should Join the S. S. A. of P." H. B. Dunlap.

"Salesmanship as a Profession" (through kindness of Mr. Sheldon), Mr. Gemmel.

"Association of Competitive Salesmen," Joseph S. Wise.

"Advantages of Stove Salesmen's Association Throughout the United States," William Moses.

"How the Stove Salesman Can Give a 'Square Deal,'" A. H. Wright.

"History of the Stove Salesmen's Association of Pennsylvania" (through kindness of W. T. Hallowell), W. G. Withers.

Elections for 1906 were as follows:

President—J. R. McKnight.

Secretary—E. E. Lever.

First Vice-President—J. R. Wotherspoon.

Second Vice-President—J. S. Wise.

Third Vice-President—G. W. Nagnor.

Treasurer—F. Sabin.

Executive Committee—W. F. Hallowell, chairman; H. E. Borzell, H. G. Knight.

STOVE PRICES.

The regular monthly meeting of the New York State and the Northern Pennsylvania Stove Manufacturers' Association was held in New York City on Thursday, December 14th. There were four members of the Pennsylvania Stove Manufacturers' Association present and four from New England. The advisability of advancing selling prices to cover the increased cost of production was the only matter of special interest introduced for discussion. The New York State Association members will advance their quotations five per cent, the advance to take effect January 1st. During the last six months, and, in fact, for all of the present year, pig iron prices have been above normal. In keeping with the increased cost of production, it is but natural that manufacturers should desire to advance their own quotations. Stocks are low at present and higher prices would result if the laws of supply and demand were allowed to adjucticate without interference.

The Pennsylvania Stove Manufacturers' Association held their monthly meeting on December 20th. While reports have not been received, it is expected they will agree to collectively advance prices five per cent also. The prospects in New England are dubious. The action of the New England manufacturers will probably be guided by that of their fellow manufacturers in New York and Pennsylvania.

AIR TIGHT HEATER.

Hemp & Company, Second street and Chouteau avenue, St. Louis, are well known to the trade as manufacturers of patent lock stove pipes, elbows, sheet metal goods and japanned ware specialties. They have manufactured air tight heaters for some time and

have a considerable reputation for superiority in this market. They are not known as stove manufacturers, however, and a description of the Amazon and the Mabel will be of interest.

The Amazon air tight heater is made with a cast iron top. It is a handsome line, but appearance is supplemented by a strong and durable construction, which will recommend the stoves to those who are looking for substance as well as gloss. It is made in blue polished steel and Russia iron, lined with sheet steel. It has a fancy swedged body and cast sliding lid or cover. The draft is a cast frame door, bolted to the stove with nickel-plated latches and screw keys. The construction of the Amazon is such that the draft may be regulated to produce any desired degree of temperature. The fire can be kept over night.

The Mabel air tight heater is made of refined steel, blue polished steel and Russia iron. It is lined with heavy sheet steel. The bodies are well braced with heavy band iron. It is said to be economical in the use of fuel and the draft is so controlled that any desired degree of temperature may be obtained.

Hemp & Company will be pleased to furnish additional information regarding this matter to those mentioning THE AMERICAN ARTISAN.

CHANGED FRONT?

To THE AMERICAN ARTISAN:

Your bill for THE AMERICAN ARTISAN for $2.00 for the coming year we herewith return to you. We have taken your paper for, lo, these many years. We have ever believed until recently that you were a friend of the retailer, in short, that your publication was for the retailer. Now that you have changed front, and are striving to cause the downfall of a great organization which the writer has the honor in part to represent, we must refuse your implied request for $2.00 and ask that you stop sending us THE AMERICAN ARTISAN until such a time as you can return to your former love, the retail hardware merchant.

"X."

WANTS THE NAMES.

To THE AMERICAN ARTISAN:

We have read the communication in your issue of Dec. 9th, under the heading, "That Committee," signed "Retailer," also other articles in previous issues in about the same strain and the first question that arises in our mind is, "Who is Mr. Retailer?" We can locate him in but one place, and that is at 69 Dearborn street, in your sanctum, and we believe that his living is made pushing the pen, not the nail truck. If we are wrong you will confer a favor by giving us his name and advise your readers if he belongs to his state hardware association, pays his dues, attends conventions and is really entitled to be considered a twentieth century hardware merchant.

We hope in future that your correspondents will sign their names and addresses in full; otherwise your editorial sanctum will be expected to stand as sponsor for the communications.

Now, just a word on the catalogue house question. You have frequently said that the boycott is un-American and not a fit weapon for self-respecting merchants. We agree with you.

Sidney Arnold says in your Dec. 9th issue, that business is fight, fight, fight from start to finish. That has been our experience from a start twenty years ago and we look forward to nothing else till our finish.

It is no secret that some manufacturers have been selling jobbers at $18.00, catalogue houses at $18.00 and retailers at $24.00 per gross. The retailer prices an article at $25.00 and then finds the catalogue house offers it at $19.00. What is he going to do about it? Boycott anybody? Oh, no, that would be naughty. He will try by buying a larger quantity to get it for $18.00 from the manufacturer. If he succeeds he will retail the article for $20.00 The jobber gets eliminated and the smaller retailer suffers. If he fails he looks for a substitute, carries very little of the article and only sells it when he can not sell the substitute. Is this boycott? No, it is fight, fight, fight and the outcome looks to us that the manufacturer who gives the catalogue house better prices than the cash buying retailer gets, will not have his goods fairly represented by the retailers.

Your "Retailer" wants the personnel of the catalogue house committee changed. Come out of the coal bin and tell us why you accuse them of a campaign conducted under the bed. We want the present committee to stick. We know them personally and have confidence in their ability to do things.

We have accepted more catalogue house checks returned to their customers and spent with us this season than ever before. Does that mean anything?

We believe that friends should be frank with one another and in view of our twenty years' friendship with the owner of your paper, we want to say to you openly, that while we have always considered you a staunch friend of the hardware association movement, your editorial columns during the last six months have contained a number of personal attacks upon different officers of the hardware associations, beginning with the one on T. James Fernley, that to us your attitude toward the whole movement is an enigma and we wonder on receiving each issue who is to be favored next with your next attack.

CHARLES H. WILLIAMS.

Streator, Illinois, December 12.

DREADFUL ERROR.

To THE AMERICAN ARTISAN:

I notice in your list of "coming events" you schedule the Pennsylvania Hardware Dealers' convention at Williamsburg, Pennsylvania, in February. This is wrong; they will meet at Williamsport, Pennsylvania, and Williamsport is no "mean city."

Stands on the banks of the Susquehanna, has a population of 40,000 and better, has the most wide-awake board of trade in America, has the champion base ball team of Pennsylvania, has the champion high school foot ball team of Pennsylvania, has the champion basket ball team of Pennsylvania, has the best horses in America, Robert J., Rubenstein, Pilot Boy, Pilot Medium and a whole bunch better than 2:10. Fine schools, good preaching, our men and women are "nicely gaited" and thoroughly "city broke." This is strictly a "high speed" town and goes the distance. It is healthy, wealthy and up to date, and stands willing and able to finish anything it starts. You can write this on your cuff.

The hardware convention in Williamsport is going to be a hummer.

Williamsport, Pennsylvania, December 16.

JAMES H. REED.

NO DANGER.

To THE AMERICAN ARTISAN:

A few months ago we saw in your paper a clever scheme for drawing trade in the dull months. Some southern hardware man bought several thousand keys giving away one with each cash purchase. We have arranged to do the same thing—one key out of the lot unlocking a box containing $25 in cash.

It has occurred to us that this scheme may be under the ban of the U. S. government, being classed as a lottery. Have you any information on the subject, or can you tell us how we can make ourselves certain that we are within the law?

T. H. LOYHED & SON.

Faribault, Minnesota, December 9.

[The scheme does not violate any law.—Editor.]

The Hardware Record.

American Hardware Manufacturers' Association.
Pres., F. S. Kretsinger, Cleveland.
Vice-Pres., C. W. Asbury, Philadelphia; George W. Corbin, New Britain; William M. Pratt, Greenfield, Mass.
Advisory Board, Julius C. Birge, St. Louis.
Ex. Com., Robt. Garland, chairman, Pittsburgh; Samuel Disston, Philadelphia; John E. Harbster, Reading; William H Hays, Pittsburgh; W. M. Taussig, New York City; C. F. Carrier, Elmira, N. Y.; Edward Ingalls, Newark; Edward M. Kemp, Chicago.

Arkansas Retail Hdw. Dealers' Assn
Pres., T. B. Stewart, Newport.
1st V.-P., R. P. Allen, Van Buren.
2d V.-P., W. E. Dean, Portland.
Sec.-Treas., C. E. Taylor, Little Rock.
Ex. Com. (till June, 1907), Hamp Williams, Hot Springs; R. F. Rays, Russelleville; J. P. Simpson, Malvern; J. R. Mott, Helena; (till June, 1906), Frank B. Gregg, Little Rock; C. T. Rosenthal, Batesville; J. M. Pittman, Prescott.

Chicago Retail Hdw. Dealers' Assn.
Pres., H. E. Gnadt.
V.-P., W. B. Costello.
Sec., G. R. Lott.
Collector, John Hora.
Treas. J. L. Smith.

Illinois Retail Hdw. Dealers' Assn.
Pres., Frank B. McKenney, Rockford.
V.-P., F. Giessing, E. St. Louis.
Sec., L. Nish, Elgin.
Treas., Geo. A. Englehardt, Chicago.
Ex. Com., Frank B. McKenney, Rockford. L. Nish, Elgin; Geo. A. Engelhardt, Chicago, Chas. Johnson, Peoria; F. F. Porter, Chicago; Wm. Bittel, Peoria; H. G. Cormick, Centralia; L. D. Ray, Belvidere; W. T. Gormley, Chicago.

Indian Territory Retail Hdw. Assn.
Pres., A. L. Severance, Durant.
1st V.-P., Geo. W. Mowbray, Tulsa
2nd V.-P., W. J. Pettee, Oklahoma City.
Secy., W. G. Johnston, Oklahoma City.

Indiana Retail Hdw. Dealers' Assn.
Pres., A. N. Shidler, South Bend.
1st V.-P., Chas. Frame, North Manchester.
2nd V.-P., Walter B. Creed, New Albany.
Sec.-Treas. M. L. Corey, Argos.
Ex. Com., W. P. Lewis, New Albany; Chas. E. Hall, Indianapolis; J. L. Fulton, Portland

The Inland Empire Implement and Hardware Dealers' Association.
Pres., C. L. Butterfield, Moscow, Idaho.
1st V.-P., E. E. Lucas, Davenport, Wash.
2d V.-P., Dana Child, Spokane, Wash.
Sec., E. W. Evenson, Spokane, Wash.
Treas., J. A. Fridaker, Spokane, Wash.

Iowa Retail Hdw. Dealers' Assn.
Pres., H. S. Vincent, Ft. Dodge.
V.-P., C. E. Haas, LeMars.
Sec. Treas., A. R. Sale, Mason City.
Directors, T. A. Nichols, Burlington; D. S. Stouffer, Iowa City; E. C. Moore, Waverly; S. R. Mills, Mason City; U. S. Johnston, Tama; R. J. Breckenridge; Brooklyn; L. C. Clifford, Des Moines; F. P. Bollinger, Alton; W. J. Langfitt, Harlan.

Kentucky Retail Hardware and Stove Dealers' Association.
Pres., J. C. Frederick, Owensboro.
1st V.-P., U. S. Shacklett, Fulton.
2nd V.-P., George W. Buck, Louisville.
Treas., J. Steitler, Owensboro.
Sec., John R. Sower, Frankfort.

Michigan Hardware Association.
Pres., J. H. Whitney, Merrill.
V.-P., E. B. Standart, Holland.
Treas., Henry C. Weber, Detroit.
Sec., Austin J. Scott, Marine City.
Ex-Com., S. Winchester, Jackson; J. G. Patterson, Detroit; E B. Standart, Holland; E. S. Roe, Buchanan; John Popp, Saginaw; J. B. Sperry, Port Huron; C. M. Alden, Grand Rapids; J. H. Murray, Cadillac; George P. Griffin, Albion; T. Frank Ireland, Belding.

Minnesota Retail Hardware Assn.
Pres., A. T. Stebbins, Rochester.
V.-P., H. R. Schroeder, St. Paul.
Sec., M. S. Matthews, Minneapolis.
Treas., G. F. Duerre, Plain View.
Ex-Com., W. H. Tomlinson, Le Sueur; J. H. Smith, Minneapolis; H. R. Schroeder, St. Paul; F. W. Lucas, Litchfield; W. T. Cowing, Alexandria; C. H. Casey, Jordan; Louis Gewalt, Breckenridge; Chas. F. Ladner, St. Cloud; J. F. McGuire, St. Paul; A. T. Stebbins, Rochester; Geo. M. Evenson, St Peter.

Missouri Retail Hardware Dealers' Association.
Pres., Tayler Frier, Louisiana.
V.-P., Wm. H. Hahn, St. Louis.
Sec.-Treas., Frederick Neudorff, St. Joseph.
Ex. Com., F. A. Kannsteiner, St. Louis; W. C. Shoop, Richmond; O. W. Johnston, Marshall.

National Hardware Association.
Pres., W. S. Wright, Omaha.
Vice-Pres., John C. Koch, Milwaukee.
2nd Vice-Pres., Brace Hayden, San Francisco.
Sec.-Treas., T. James Fernley, Philadelphia.
Ex. Com., R. M. Dudley, Nashville; W. D. Taylor, Cleveland; F. Barker, Elmira, N. Y; J. D. Moore, Birmingham, Ala; A. J. Bihler, Pittsburgh; P. E. Strauss, Boston.

National Retail Hdw. Association.
Pres., W. P. Bogardus, Mt. Vernon, Ohio.
1st V.-P., E. M. Bush, Evansville, Ind.
2d V.-P., H. F. Emery, Fargo, N.D.
Sec., M. L. Corey, Argos, Ind.
Treas., A. T. Stebbins, Rochester, Minn.
Ex. Com., T. Frank Ireland, Belding, Mich.; S. R. Miles, Mason City, Ia.; A. H. Abbe, New Britain, Conn.; Frank A. Bare, Mansfield, O; C. H. Williams, Streator, Ill.

Nebraska Retail Hdw. Dealers' Assn.
Pres., Max Uhlig, Holdrege.
1st V.-P., Albert Degner, Norfolk
2d V.-P., Frank Haecker, Friend.
3d V.-P., M. A. Hargleroad, Holstein.
Sec., J. Frank Barr, Lincoln.
Treas., H. J. Hall, Lincoln.

N. Dakota Retail Hdw. Dealers' Assn.
Pres., H. F. Emery, Fargo.
1st V. P., Martin Jacobson, Minot.
2d V.-P., H. H. Walters, Casselton.
3rd V.-P., O. I. Butler.
Sec., C. N. Barnes, Grand Forks.
Treas., H. T. Helgesen Milton.
Members Ex. Com., W. R. McIntosh, Bottineau; E. E. Elliott, Sanborn; W. H. Pinkerton, Lakota.

Ohio Hardware Association,
Pres., John F. Baker, Dayton.
V.-P., C. S. Johnson, Barberton.
Cor. Sec., Frank A. Bare, Mansfield.
Fin. Sec., A. L. Shearer, Dayton.
Treas., L. F. Stahler, Waverly.
Ex. Com., John Kramer, Dayton; C. W. Jewell, Utica; W. S Perry, Zanesville; Frank W. Ingalls, Byran Will M. Crumrine, Salem; A. Boebinger, Cincinnati; John Spoerl, Hamilton; W. F. Jacobs, Youngstown.

Pennsylvania Retail Hdw. Assn.
Pres., Geo. V. Thompson, Mt. Jewett.
V.-P., J. H. Bowers, Charlerol.
Sec.-Treas., J. E. Digby, McKees Rocks.
Ex. Com., Joseph M. Selheimer, Lewistown, J. E. Digby, Mckees Rocks; Geo. V. Thompson, Mt. Jewett; Pa.; Geo. L. Moore, Brownsville.

St. Louis Stove Dealers' Assn.
Pres., R. H. Myers.
1st V.-P., E. L. Wachter.
2d V.-P., G. M. Rinie.
Sec., Louis Boehl.
Treas., F. A. Kannsteiner.

Southern Hardware Jobbers' Assn.
Pres., F. B. Dunlap, Ft. Smith, Ark.
1st V.-P., J. S. Warren Memphis, Tenn.
2d V.-P., Frank S. Gray, Jacksonville, Fla.
Sec.-Treas., C. B. Carter, Knoxville, Tenn.
Ex. Com., Bruce Keener, Knoxville, Tenn.; Chas. Ireland, Greensboro, N. C.; O. B. Barker, Lynchburg, Va.

Texas Retail Hdw. and Imp. Assn.
Pres., S. L. Erwin, Honey Grove.
Secy. & Treas., J. W. McManus, Waxahachie.
1st V.-P., R. L. Penick, Stamford.
Dir.: T. T. Clark, Ennis; H. S. Allen, Calvert; W. A. Spangler, Bonham; D. B. McCall, Waxahachie; W. M. Gunnel, Charles Hutchins, Sam Marcos.

Wisconsin Hdw. Dealers' Assn.
Pres., Ralph Burtis, Oshkosh.
V.-P., E. Tietgen, Manitowoc.
Sec.-Treas., C. A., Peck, Berlin.
Ex. Com., W. H. Busse, Milwaukee; E. R. Ramm, New London; Jas. Murphy, Racine: H. J. Kreuger, Neenah.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 40 to 45 inclusive.

W. G. Groves has embarked in the hardware and implement business at Stickney, South Dakota. This is a new town on the Chicago, Milwaukee & St. Paul Railroad.

"How to Gladden the Hearts of the Automobilist, Carpenter, Machinist and Mechanically Inclined" is the title of a small booklet issued by the supply department of Patterson-Gottfried & Hunter, Limited, New York City.

George F. Ramponi is president, F. A. Ewell is treasurer and G. M. Faulkner is clerk of the Brosnihan Wrench Company, 71 Chestnut Street, Cambridge, Massachusetts, capitalized at $20,000 to deal in hardware, wrenches, etc.

Theodore M. Pomeroy, No. 168 Genesee Street; Charles I. Avery, No. 27 Court Street, Auburn, New York; Robert W. Pomeroy, No. 70 Oakland Place, Buffalo, are the incorporators of the T. M. Pomeroy & Company, capitalized at $25,000 to manufacture hardware.

J. F. Schapp, Fifty-sixth Street and Broadway, New York City, W. H. Fox, Junior, 589 Monroe Street, Brooklyn, and others are the incorporators of the Standard Churn Manufacturing Company, capitalized at $300,000 to manufacture churns, washing machines, etc.

A small calendar, unique because of its daintiness, has been received bearing the name and trade mark of the Philadelphia Lawn Mower Company, 3101 Chestnut street, Philadelphia. After examination we decided that the day of vast wall covering calendars is not perennial.

And now we learn that C. M. Barnett, who recently purchased the old hardware store of F. D. Kees, Beatrice, Nebraska, has suffered a stroke of paralysis and is in a critical condition. Mr. Kees sold the store last Spring to P. Pierson. Mr. Pierson sold it to G. M. Smith & Son. G. M. Smith & Son sold it to C. M. Barnett.

The directors of the Pittsburgh Plate Glass Company have indorsed a proposition to increase the capital stock from $12,500,000 to $17,500,000. The plan will be submitted to the stockholders for indorsement. It is purposed to undertake the manufacture of new articles in which the company has not heretofore been engaged.

The National Cutlery Company of Detroit, Michigan, are planning to improve their plant by the erection of a large building at the corner of Lawton Avenue and the Michigan Central Railroad. The new building will have in the neighborhood of forty thousand square feet. The firm is now located at Atwater and Bates Streets.

Schofield & Company, Freeport, Illinois, send us a catalogue, short and to the point. It describes Schofield's Ideal automatic door catch, Schofield's Acme dust pan and the Economy oven. The triune motto of this company is "make a better article than the

other fellow has, make it better than the other fellow does, make a lower price than the other fellow does."

L. W. Stewart, the well-known salesman with J. C. McCarty & Company, 10 Warren Street, New York City, has resigned his position and is about to start for himself. He will represent the Avery Stamping Company, the Ohio Tool Company, the H. C. Tack Company and the Dana Manufacturing Company. His headquarters will be at 1206 Mercantile Library Building, Cincinnati, Ohio.

The Federation Hardware and Tool Company of New York, has been incorporated with a capital stock of $150,000, to manufacture hardware, etc. The incorporators are George G. Stephenson, No. 199 Jefferson Avenue; David J. Wagner, No. 147 Oakland Street, both of Brooklyn; George A. Clement, No. 3 Broad Street; Paul M. Pelletrean, No. 538 Lenox Avenue; Julian A. Hurdle, No. 277 Broadway, all of New York.

The Executive Committee of the Kentucky Retail Hardware & Stove Dealers' Association held a meeting in Louisville on December 14th to complete arrangements for the convention to be held in Louisville at the Gault House, February 20, 21 and 22. It is announced that parlor space for exhibition purposes will be rented to exhibitors at reasonable rates. A banquet will be tendered at the Gault House toward the close of the festivities. John R. Sower, the secretary, expects a large attendance and a successful meeting.

At a recent meeting of the Chicago Retail Hardware Association, Gustav R. Lott was elected president to succeed H. E. Gnadt. Thomas E. Connor is vice-president, succeeding W. B. Costello. H. C. Peppler, 700 Lincoln avenue, is secretary, succeeding G. R. Lott, and J. L. Smith was re-elected treasurer. The work of John Hora as collector during the past year was so commendable that he was re-elected also. The Buying Committee consists of F. F. Porter, W. J. Krueger and Fred Ruhling. G. R. Lott, Thomas E. Connor, H. C. Peppler, W. B. Costello and M. W. Powers will form the Executive Committee.

After forty-six years of active work in the hardware business in Dubuque, Iowa, Charles Schrieber, the veteran member of the firm of Schrieber & Conchar Manufacturing Company has sold his interests to James A. Ryan and E. C. Loetscher. In 1859 Mr. Schrieber entered the hardware business in that city. He remained closely connected with the firm which bears his name up to the time of resignation. The officers of the new company are, president, J. W. Conchar; vice-president, Christian Loetscher; secretary and treasurer, James A. Ryan. Messrs. C. Loetscher, E. C. Loetscher, J. W. Conchar, Eugene Ryan and James A. Ryan are the stockholders.

Augustus D. Lamb died December 16th at his residence, 2011 Prairie avenue, Chicago. He had been in the hardware business in Chicago fifty years. He was born in Tioga county, Pennsylvania, April 14, 1831, and was a descendant of John Adams, second president of the United States. In 1853 he came to Chicago and entered the employ of Eddy & Butler, hardware merchants. Two years later, with Isaac Anderson, he founded the hardware firm of Lamb & Co. Later he went with the firm of Hibbard, Spencer, Bartlett & Co., in which he was a partner until he organized the firm of Brintnall, Lamb & Co. His only son, Benjamin B. Lamb, survives him.

At a director's meeting of the National Lock Company, Rockford, Illinois, it was decided to call a meeting of the stockholders to take place January 9th, 1906, for the purpose of voting to increase the capital stock from $50,000 to $150,000. It is purposed to increase the number of directors from seven to eleven. F. G. Hogland, the president, states that business has grown so rapidly that it is now necessary to add materially to the equipment and working capital. It is also said that other lines in addition to cabinet locks will be added. The business was organized a little more than two years ago and now employs one hundred and twenty-five men. It is located at Rockford, Illinois.

The Avery Stamping Company, Cleveland, Ohio, have made some recent changes in their representation to the trade. Hereafter they will be represented direct from the factory on their full line of "Never-Break" steel cooking utensils and shovels, scoops and spades and other lines of manufacture, as follows: L. W. Stewart will cover the state of Ohio, Indiana, Michigan, Kentucky, West Virginia and Western Pennsylvania and Western New York. Ransom Rice, as in the past many years, with headquarters at Chicago (Room 505. No. 34 La Salle Street), will cover the Mississippi and Missouri River territory. Messrs. Hughson & Merton, 105 Front Street, San Francisco, Cal., will visit the Pacific Coast trade. Messrs. J. C. McCarty & Co., No. 10 Warren Street, New York City, will as heretofore continue to travel through Eastern, New England and Southern States.

While it is not generally known in America that the famous Dr. Alexander Dowie, proprietor of Zion City near Chicago, originally acquired his rare business ability in a hardware store, the fact is recognized in Australia, where the store was located. Even when real young, the divine healer dreamed dreams and saw visions. He had great confidence in his power as a faith healer and tried his ability upon some of the aborigines. Gradually he developed his claim to be regarded as Elijah The Second. When he was still very young, he and another energetic young salesman of Australia had the audacity to offer to buy outright the business of their employers by means of promissory notes. The proprietor was regarded as old fashioned, unprogressive and no longer adapted to business. Perhaps even at that early stage the Doctor was developing the wonderful imaginative faculties that afterwards culminated in the municipality of Zion City.

CATALOGUE NUMBER TWO.

The Avery Stamping Company, Cleveland, Ohio, has just issued its Number 2 catalogue of shovels, spades and scoops. It gives illustrations, dimensions, weights, special list numbers, as well as list prices of each size, style, pattern, brand, grade and finish, and is perhaps the most complete shovel catalogue obtainable.

According to this catalogue, The Avery Stamping Company makes a complete line of Cleveland Pattern, Hollow Back Dirt Shovels, Spades, Eastern and Western scoops and patented plain back shovels and spades, also special locomotive firing scoops, gas house charging scoops, galvanized shovels and scoops for salt works, brass scoops for special purposes, perforated and galvanized scoops for handling crushed ice, No. 242½ ore shovels, extra heavy tamping and plain handled railroad shovels, moulders' shovels, "Alaska" steel snow shovels, "Topic" ash shovels, "Klondike" and "Solid Steel" sidewalk scrapers and "Never-Break" post-hole diggers.

The regular brands and grades of this company are: "Never-Break," "National," "Buckeye" and "Mohawk." Strange as it may seem, this company has not followed the custom of other shovel makers, as it does not label or brand any of its shovels with the firm's name "Avery." It, however, does make a special high-grade shovel which is called the "Knocks-All."

A special notice is printed on page 4, giving a concise description of the patented plain back shovels and spades placed on the market a number of years ago, comparing these with older types of plain back shovels, and endeavoring to set forth its points of superior strength, leverage and durability.

The claim is made that only goods of excellent quality, style and finish are produced, as "cheap shovels, of which there are many on the market, are not good shovels at any price."

A copy of this catalogue may be had on request, and should be of use to everyone interested in the line of shovels. When writing kindly add: "Saw it in THE AMERICAN ARTISAN."

SELF-ADJUSTING GARMENT HANGERS.

Coat hangers are quite useful when in service. In fact there are few orderly closets in which they are not to be found. When not in use, however, they take up a great deal of room that can profitably be used for other things. The coat hanger shown in the accompanying illustration can be closed to occupy a small space when not serving as a support for a garment.

Trousers Hanger in Use.

It can be adjusted to fit any size coat and is adjusted to the proper dimensions by the weight of the garment on which it is used.

The trousers are more apt to get out of shape than any other department of man's attire. That they retain their proper shape is as desirable as that the coat shows no wrinkles or creases. Bags at the knees are not a mark of the twentieth century gentleman. A practical trousers hanger is a necessity and the one shown in the acompanying illustration was designed to fill the want. It fits any size waist band and hangs the trousers in the same position as when they are being worn on a body. By throwing the crease into the proper place, necessity of frequent pressing is done

Coat Hanger Partly Closed.

away with. Moreover, the suspender and the contents of the pockets need not be removed to use the hanger.

The hangers are made of number twelve wire, copper, tin and nickel plated. Wood Brothers of Martins Ferry, Ohio, will be pleased to furnish additional information to those mentioning THE AMERICAN ARTISAN.

A BOOKLET OF USEFUL ADVICE FOR HARDWAREMEN.

The retail hardwaremen are the dealers considered in the latest edition of "The Butler Way," a booklet published and sent out by Butler Bros. of New York, Chicago and St. Louis, a wholesale mail order house doing an exceptionally large business, but differing from other mail order concerns in that they do not cater to the consumer, but deal only with the retail merchant. The above mentioned booklet contains many useful hints for merchants generally, but is of greatest interest and value to the hardwaremen, for whom it has been particularly designed. It contains many suggestions and much good advice as to the manner in which the aggressive and up-to-date hardware dealer should conduct his business in order to obtain the greatest possible returns. The methods and principles conducive to the greatest success are also introduced and are flawless as regards their value to the hardwareman, who must bend every effort to keep to the front in this enterprising age.

On the whole, the hardwaremen's edition of "The Butler Way" is exceptional as a most interesting helper and guide and is deserving of the most favorable comment.

Among the first paragraphs contained in the booklet the merchant is advised to first learn the wants of his customers and then to "stock up." A few of the paragraphs referred to follow:

> The dealer who knows all about a single line of merchandise and insists that customers ought to want what he says are the best goods to be had may have prospered well enough a generation ago.
>
> As a rule people then seemed content to buy that way, taking without question what one merchant offered in one line and another merchant in another line as the goods which they, the people, were in duty bound to want.
>
> But as their wants increased in number and variety, people more and more drifted to the stores that could supply more than a single line of wants and would do so without argument as to why they, the people, should want something better and different.
>
> To-day, then, supplying the goods the people want by

the methods they prefer is the more profitable course for the merchant—whatever may be his personal opinion of the goods the people want and of the methods they prefer.

Go with the stream and your effort will carry you farther than if you go against it. And—are you in business for the money there is in it or for the purpose of making others conform to your opinions as to what their money should be spent for?

As to the great importance of an effective display of wares the following is said:

Realization of changed trade requirements and determination to fit yourself to them can hardly show in any one direction more resultfully than in the way you display your goods.

Make your stock attractive. Make your whole store attractive. People generally like that way of storekeeping well enough to go blocks out of their way to buy even a trifling thing where goods are kept in nice, clean, attractive style and where customers are made to feel at home and to understand that their business is appreciated.

They cannot buy on sight in your store unless they do see your goods. If you keep your wares way up near the ceiling in dust proof boxes, don't be disappointed because they stay there.

Then after all arrangements for inspection have been made, the booklet in the following lines urges the use of plenty of "printer's" ink:

However expert you may become in the use of your show windows so long as they are not sure to be seen by practically all who might trade with you, printed matter must continue to be your main reliance in urging people to enter your store.

True it calls for more exertion to make every piece of printed matter give convincing reasons for coming to your store. But that is the kind of advertising that produces results—even among men. And it is advertising not impossible for the average hardware man in the average town.

Get rid of the impression that there is anything mysterious or impossible about the subject. Believe that, so far as it applies to your store, the mastery of advertising is easily within your power. Go at it without any feeling that advertising is more than the use of printers' ink in place of your voice in the sale of your goods. Then, knowing your own store, the kind of printed matter you will have to rely on and about how much you have to spend, work out the advertising problem as it is for you.

Look upon each advertisement as nothing more—nor less—that a new effort to make such a printed presentation of certain goods as will make a greater proportion of people than ever before desire your offerings enough to come to your store for them

From another page is taken the following extract, which is termed a recapitulation of the Butler way of merchandising:

Handle many lines;

Make every dollar of capital turn as frequently as possible;

Seek the trade of all classes of buyers;

Buy in small lots and often;

Buy, through man or catalogue, by value and not by favor;

Discount bills;

Give good values in worthy goods;

Offer bargains that are genuine, having the courage, when necessary to make them that, to sacrifice profit, even to take a loss;

Be as courageous in pricing for profit on the most of the goods as in forgetting profits on the few that are used for bargains;

Cheerfully exchange goods, or refund the money paid, whenever a customer is dissatisfied with a purchase;

Get rid of stickers by cutting their prices until they do sell;

Maintain stock in a clean and orderly condition;

Treat clerks in a way to insure their interest in the store's success;

Create and jealously guard a reputation for absolute squareness in all dealings;

Believe in advertising by printers' ink, special sales, show windows, and every other legitimate means;

Recognize no dull season as a necessity but push for trade all the time.

The booklet is nicely gotten up, contains 20 chapters, 72 pages in all, and many suggestive illustrations which portray what words could not tell. Butler Bros. will be pleased to send a copy of this edition to any member of the trade on application.

SANTA CLAUS BOUNTIFUL.

A most pleasing holiday greeting came to the J. D. Warren Manufacturing Company, Chicago, in the form of an order amounting to $3,000, cabled by J. Forrest & Company, Johannesburg, South Africa. The order calls for a complete store equipment selected from designs with which the South African company was furnished.

The J. D. Warren Manufacturing Company look upon this as one of the best compliments paid their shelving in the history of the business. The stock was selected solely on its merits as viewed by representatives of the South African company at the St. Louis World's Fair, held during 1904. While American merchants have availed themselves of the Warren system of shelving to a great extent, it is possible that they are a trifle more lackadaisical in purchasing than their brothers from over the sea. Recognition of the merits of American made goods is not so prompt in America as might be expected. While the J. D. Warren Manufacturing Company have been eminently successful and while the more successful retailers have been utilizing Warren's shelving for some years, it is hard for one who believes in progressiveness and who understands the Warren System to see how some merchants push along without it.

Another well-earned laurel that has been bestowed upon the J. D. Warren Manufacturing Company is an order from the Brandon Hardware Company of Brandon, Manitoba, amounting to $2,500. The duty for importing shelving into Canada was $750.00 or thirty per cent. The Warren shelving was selected after three years of careful observation—the result of elimination of the various outfits examined during annual visits when the company was purchasing stock.

LABOR SAVER.

While much attention has been given to improving machinery and the devices used by men in contra distinction to those used by women, the latter market has proved to be a profitable field. The territory is partly unexplored, so to speak, and there are many ingenious devices that prove of value to dealers and manufacturers. Up to a few years ago the housekeeper was compelled to sweep with a broom, and then collect the sweepings in a small dust pan. Now almost every well-to-do housekeeper has a carpet sweeper, and in case a broom is used, she can be furnished with a dust collector that can be operated while the house maid is standing upright. Washing machines take the place of a scrub board to a great ex-

tent, and ice cream can be made in three different varieties at one time. Other ingenious devices of a like nature are numerous. One has been invented and is being manufactured by C. A. Goddard of Akron, Ohio.

It is a mop wringer composed of four pieces. These are made of malleable iron, and as such are practically unbreakable. The four pieces consist of a body, a follower, a handle and a small connecting rod. The device is operated by the hand while the user is in an upright position. The simplicity of this contrivance, its low price, its light weight and its extreme durability make it desirable for family as well as business use. It is so shaped that there is room for placing the mop in the bucket and then in the press, and the operator can carry the mop in the bucket and the bucket itself, together with the mop wringer with one hand. By pressing the handle, the mop can be wrung as dry as desired. It is not necessary to touch the mop with the hands, and accordingly strong washing fluids and boiling water can be used. The manufacturer will furnish new parts without charge to the owner of the wringer in case of unwarranted breakage.

RETAIL HARDWARE DOINGS.

NEW FIRMS.

Belding, Michigan—Tuinstra Hardware Company; capital stock $9,000; incorporators E. A. Tuinstra, M. A. Cooley and H. S. Campbell.

Los Angeles, California—Western Hardware & Arms Company; capital stock $100,000; incorporators J. B. Wood, A. Wood, F. C. Richardson and others.

Mapleton, Iowa—Bookmier & Kock.

Monroe City, Indiana—Wilson & Snyder.

Okalona, Louisiana—Parchman Brothers Hardware Company; capital stock $30,000; incorporators E. W. Parchman and others.

Prentiss, Mississippi—Patterson-Burkett Company; capital stock $5,000; incorporators T. J. Patterson, E. B. Patterson and J. H. Burkett.

Wayne, Nebraska—Halfeld & Aten.

BUSINESS CHANGES.

Long Island, Kansas—Rhodes Brothers succeed Joseph Weeks & Company.

Ashland, Nebraska—McCartney Brothers succeed J. C. Wright.

Buffalo, Missouri—W. & H. P. Smithpeter succeed Buffalo Hardware Company.

Westboro, Missouri—O. S. Uttwitz succeeds Gordon & Uttkitz.

Elkhorn, Nebraska—J. C. Seefus succeeds E. A. Doyle.

Italy, Texas—Italy Hardware & Furniture Company succeed Bracken & Hildebrand.

Milford, Texas—Key-Adams Hardware Company succeed Jones Hardware Company.

Porter, Indian Territory—Talley Hardware Company succeed Sutton Brothers.

Beattie, Kansas—E. C. Potter succeeds Potter & Wuester.

Pleasantown, Kansas—Robert Pierce succeeds D. A. Crocker.

Macks Creek, Missouri—W. H. Searon succeeds H. D. Bonner.

Prairie Hill, Missouri—Wright & Talkington succeed L. E. McAdams.

Muskogee, Indian Territory.

Okmulgee, Indian Territory—Price & Foraker succeed Beckham & Galloway.

Lebanon, Nebraska—I. Overstake succeeds Moore & Overstake.

Benton, Iowa—S. Short succeeds D. V. Early.

Falls City Nebraska—J. C. Tanner succeeds Alexander Mayer.

Randall, Kansas—J. R. Parker succeeds Peery & Carroll.

Swanton, Nebraska—J. J. Fitl succeeds A. N. Fries.

DeKalb, Texas—T. B. Lenox succeeds the Estate of S. A. Moss.

Onatonna, Minnesota—W. F. Witte succeeds William Habein.

Brookings, South Dakota—Mair Brothers succeeds Caldwell & Wilson.

Earlville, Illinois—C. A. Davis and Henry O'Meara succeed George Boltz.

Auburn, Illinois—John Wineman succeeds Finney & Drury.

Edgerton, Wisconsin—Hain Estate succeed T. A. Warren.

Grantsburg, Wisconsin—V. E. Hawley succeeds A. M. Jensen.

Sioux City, Iowa—Forsberg Hardware Company succeed Phillip Forsberg.

Prattee, S. D.—J. E. Taylor & Company succeed Taylor-Nelson Hardware Company.

Ewing, Neb.—E. L. Davis succeeds Kay Bros.

Meadow Grove, Neb.—E. E. Troxell succeeds George A. Childs.

Gravette, Ark.—J. T. Oswalt succeeds C. E. Thomas.

Baxter, Ia.—Calvin Noah succeeds Peter Burkey.

Miles Station, Tex.—Voss & Rogers succeed Calwell & Rogers.

Homer, Neb.—Schuett & Schlepp succeed Homer Hardware & Lumber Company.

Prague, Neb.—Broz Bros. succeed J. I. Vlasak & Company.

Pesotum, Ill.—Joseph Grostephan succeeds F. R. Ludwig.

Millford, Ind.—Sharp Bros. succeed Leonard Bros.

Clarinda, Ia.—The Clarinda Hardware Company incorporated with a capital stock of $8,000 will succeed Tharp & Klise. The incorporators are David Tharp, T. E. Klise and C. E. Redfield.

Mt. Sterling, Ky.—Allen G. Prewitt and Oliver succeed Blount, Nunnelley & Priest.

San Jose, Ill.—Paas & Schonewiss succeed Morrison & Thomas.

Hudson, Ia.—D. J. Wilson and Charles Gange succeed Eilers & Nason.

Pender, Neb.—Henry Bayer succeeds H. Blanchard.

Galesburg, Ill.—F. H. Chamberlain succeeds W. D. Miller Hardware Company.

Concordia, Kan.—Carl Ossman, Maurice and John Bartleson succeed Sweet Hardware Company.

Adams, Neb.—Damrow & Babb succeed Leoch & Vanengen.

Preston, Idaho—Fellows Bros. succeed Curtis & Fellows Bros.

Decatur, Tex.—L. E. Good succeeds S. B. Hardaman.

MISCELLANEOUS.

Georgetown, Texas—George McDaniel; burglarized.

Christney, Indiana—C. H. Harris; addition.

Emporium, Pennsylvania—Frank Coppersmith; destroyed by fire; loss $10,000; insurance $5,000.

Arcadia, Fla.—Arcadia Hardware Company; destroyed by fire; loss $4,000; insurance $750.

Arcadia, Fla.—E. T. Smith; destroyed by fire; loss $35,000; insurance $10,000.

Arcadia, Fla.—L. L. Morgan; destroyed by fire; loss $2,000; insurance unknown.

Heyworth, Ill.—McComb Bros.; new quarters.

Washington, D. C.—Frank E. Hopkins; destroyed by fire; loss $3,000.

Michigan City, Ind.—C. N. Drescher; burglarized; loss $400.

Oshkosh, Wis.—Ralph M. Burtis; burglarized; loss $75.

Segals, Ind.—Carnahan Hardware Company; destroyed by fire; loss $10,000.

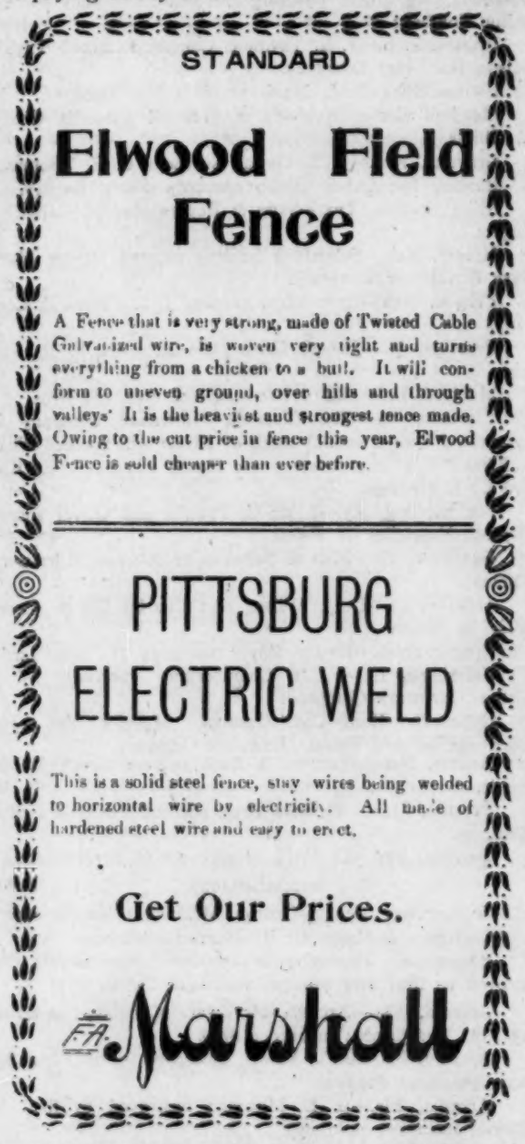
Peoria, Ill.—James T. Johnson Hardware Company; destroyed by fire; loss $12,000; insurance $9,000.

Everett, Wash.—Pacific Hardware Company; new quarters.

Advertising Department

Our readers are invited to send in copies of their advertisements in the local press for criticism. All communications should be addressed to the "Advertising Department" of THE AMERICAN ARTISAN.

The advertisement of F. A. Marshall of Ovid, Mich., shown herewith, was evidently composed by a man who knows something of wire and wire goods, both in the field and in the store. The manner in which Pittsburgh Electric Weld is described and eulogized speaks well for the ability of the writer of the advertisement. There is some question, however, as to the paying ability of an advertisement of this description.



Most farmers, and, in fact, even intelligent men, well educated and well versed in the affairs of the world, know very little about the manner in which wire fencing is manufactured. The audience to be addressed should always be considered. If the audience is well educated on wire fencing, if they know which brands are best and why, the advertisement of Mr. Marshall is commendable. If, however, they are not positive whether fencing is welded or wrought, and if it is welded, whether it is done by electricity or some other method, etc., then it is only fair to say that if the advertisement were a little less technical it would prove more profitable.

The press work and the typographical appearance of the advertisement of Pfefferkorn's hardware, St. Charles, Minnesota, are abominable. The reading matter, however, is so original, so convincing and so much of a trade pulling character that the defects of the advertisement can readily be overlooked. Placing the dealer's name at the side of the advertisement, is original in itself, especially the idea of running it vertically instead of horizontally.

IT IS an advertisement of this kind that local hardware dealers should strive to produce. It bears the metropolitan stamp and is one of the first advertisements we have seen that approaches the convincing advertisements of the retail catalogue houses. If all local dealers invested liberally in advertising of the nature of the one shown herewith, retail catalogue house competition in most products would be a bugbear of the past. The local printer should be called

down most heartily for the typographical appearance and the press work, but the composer merits the utmost of praise.

G. R. Lott of the Committee on Arrangements for the annual meeting of the Illinois Retail Hardware Association announces that DeBaugh's band will play afternoons and evenings during the convocation. Both exhibitors and delegates will be provided with check room privilege free of charge for storing hats and coats while in the building. Alexander's Detective Agency will furnish police protection and night watch service. The space reserved for exhibitors is almost all rented and the prospects are good for the most successful meeting ever held by this strong organization. The dates are February 20, 21 and 22, at the First Regiment Armory, Michigan avenue and Sixteenth street, Chicago. G. R. Lott, 1002 West Lake street, will furnish additional information.

Heating and Ventilating

NO TROUBLE AT ALL.

To THE AMERICAN ARTISAN:

In reply to the question of Farquhar Brothers, Leon, Iowa, there is no trouble at all in heating a basement hall on the same floor as the heater and the reading room on the main floor above, in a small library building. The furnace must have the proper capacity. If Farquhar Brothers will send plans of building to THE AMERICAN ARTISAN, we will lay out the work and guarantee results. "C. S."

To THE AMERICAN ARTISAN:

In reply to question of Farquhar Bros., Leon, Iowa, in regard to heating, I wish to say that the basement floor can be heated as follows: Put a partition in cap of furnace, being sure that it fits tight to top of cap. Take one cold air from basement and connect on same side of furnace that the hot air pipe is taken from. To heat that room, take one cold air from upper floor and connect to opposite side of furnace, and take off hot air pipe over same.

The partition should go down to or nearly to top of dome. And the run to basement should enter the side wall as low as possible. While I do not advocate heating a room in this manner, I am positive it can be done, as I have one job working on this plan. I believe it would be more economical to excavate and put the furnace under the room.

Mt. Carroll, Ill. W. J. COFFIN.

PITTSBURGH CATALOGUE.

The Pittsburgh Stove & Range Company have an interesting line of furnaces fully described in two catalogues recently issued. The Etna furnace has been on the market for slightly over five years in its present style of construction. It was announced when the furnace was introduced that the construction was durable and satisfactory in every way to the trade as well as the user. The broad claims made for this furnace were considered ridiculous by some, but they have been verified by usage. Sufficient time has elapsed to prove the worth of the furnace and manufacturers point with pride to its record.

The fire pot used with the Etna is divided into two halves. This division permits expansion and contraction without the accompanying danger of cracking. It has been demonstrated that a weak, if not the weakest part of a fire pot is the middle, half-way between the top and bottom. Parts of the fire pot become overheated while others are not heated to the same extent. Expansion takes place more rapidly in some places than in others and cleavage is the result. The Etna fire pot is cast with heavy ribs on the inside which permit the free circulation of air from the bottom to the top. This betters the combustion as does also the vertical sides of the pot which prevent the accumulation of dead ashes. The outside of the fire pot is cast with blades or wings. These act as deflectors, giving a more even distribution of the air over the surface.

An air blast is provided for securing better combustion. It is used for either hard or soft coal. A hollow cast iron ring is placed between the upper ring of the fire pot and the combustion chamber. Currents of cold air are drawn from the outside of the furnace through openings of the main front directly under the feed door. These are superheated and discharged through small openings on the inside of the air blast ring and over the top of the fire. Mingling with the smoke, soot and gases, they consume a valuable portion of the fuel which would otherwise be wasted.

Among other interesting features of the Etna, may be mentioned the triplex grate, the jointless ash pit and the steel or cast radiator.

The Tremont steel plate furnace is fully described in an illustrated catalogue and its supplement. This furnace is heavy and owing to its careful and ingenious construction is smoke and gas tight. The combustion chamber is built on vertical lines from top to base ring. The body is made of one piece of steel. Two forms of radiators are furnished, one for the portable and the other for the brick set style. Those on the portable furnace are made in the form of a crescent and connected to the body of the furnace by two cast iron collars. The long fire travel in the crescent radiator utilizes the warmth in the products of combustion to the greatest extent. The radiator used with the brick set style is provided with an air flue through the center affording large radiating surface. The heat products are carried from the combustion chamber to the radiator and divided. Half is passed around each side. By means of a system of baffle plates they are directed from the top to the bottom of the radiator twice before being discharged into the flue.

Either or both these catalogues will be sent to members of the trade on application. When writing kindly add, "Saw it in THE AMERICAN ARTISAN."

NEW OFFICERS.

The nominations for officers for the American Society of Heating and Ventilating Engineers for the year 1906, to be balloted for in January, have been made and are as follows: President, John Gormly, Philadelphia; Reginald P. Bolton, New York City. First vice-president, C. B. Snyder, New York City; B. H. Carpenter, Wilkes-Barre, Pa. Second vice-president, W. H. Bryan, St. Louis; T. J. Waters, Chicago. Secretary, W. M. Mackay, New York City; Thomas Barwick, New York City. Treasurer, U. G. Scollay, Brooklyn; H. A. Joslyn, New York City. Board of Governors, R. C. Carpenter, Ithaca, New York; B. F. Stangland, New York City; James Mackay, Chicago; A. B. Franklin, Boston; Frank K. Chew, New York City; Henry L. Hall, New York City; William G. Snow, Boston; James H. Davis, Chicago; C. R. Bishop, Lockport, New York; B. F. Harrison, New York City.

R. W. Hillman, H. I. Sorensen and J. C. Davis are the incorporators of the R. W. Hillman Company, 123 East Twenty-third Street, capitalized at $10,000 to manufacture heating and ventilating apparatus.

Tinshop

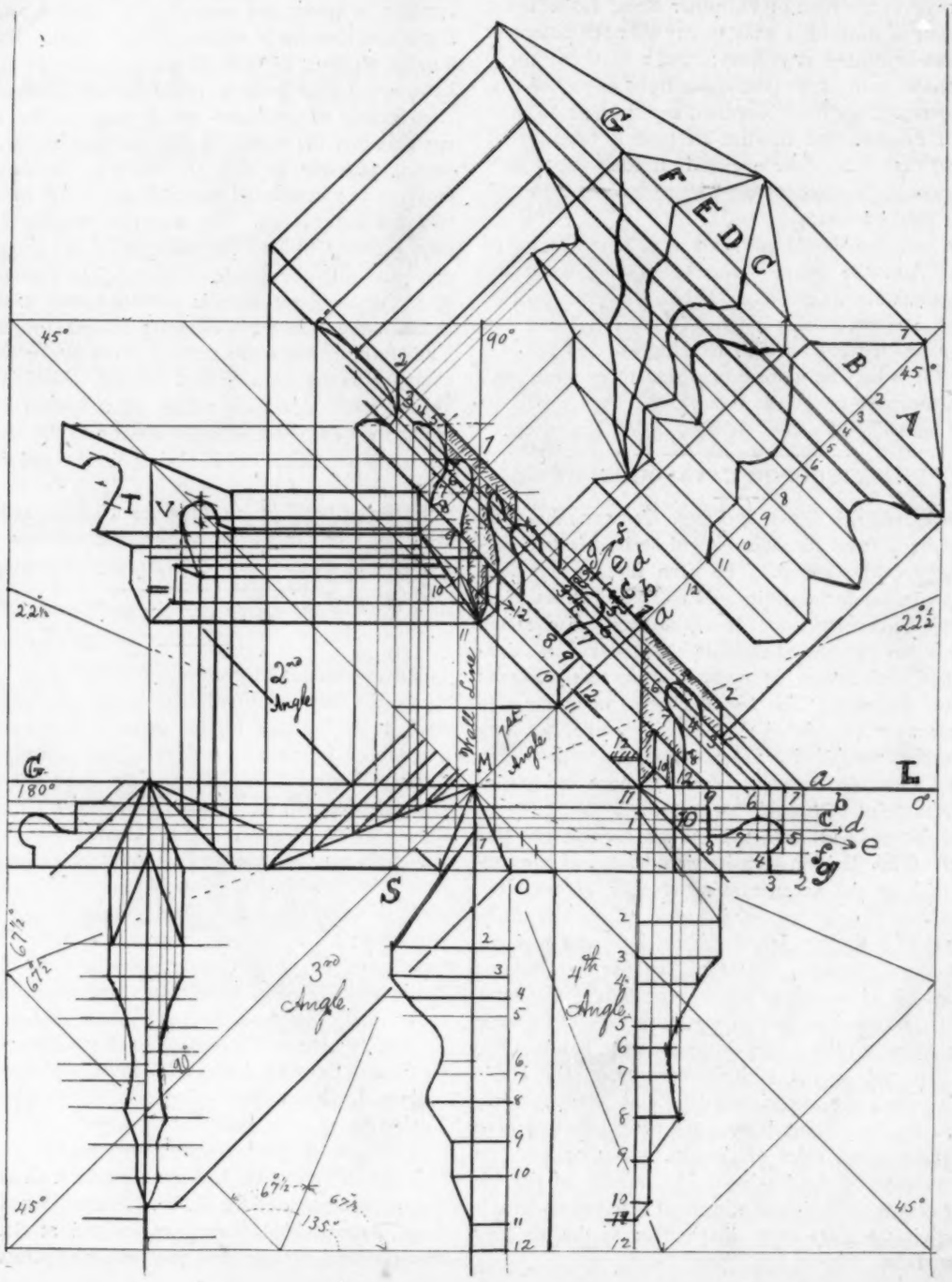
Principles of Intersection.

PART XXIV. PLATE IX.

(Copyright, 1905, by Joseph P. Coleman.)

INTERSECTION BETWEEN GABLE MOULD AND SQUARE RETURN AT TOP OF GABLE PATTERNS ARISING FROM INTERSECTION FULLY SHOWN AND DESCRIBED.

I will now take up the problem of the square miter return at top of gable. The line S-M, meaning square miter, in the 3d angle, is the horizontal trace of the cutting plane; M-90° is the vertical trace. The cutting plane is read perpendicular to horizontal plane, inclined to vertical. In this problem and every similar problem you must conceive the wall line in gable as the edge of a brick wall, returning indefinite. The gable mould is the front view of wall. In this problem we consider all that portion of the gable mould extending from the ground line, 1st angle, to the re-



quired form of the projected view, of the intersection, as shown in the 2d angle by 1-2-3-4-5-6-7-8-9-10-11-12. The cutting plane cuts entirely through the gable mould as shown in plan. The points of intersection are projected in points not numbered in plan, where the horizontals cross line S^2M. Draw the vertical lines through the points in plan, to intersect the traces of those same lines in gable, in the points 1-2-3-4-5-6-7-8-9-10-11-12. You will find, as before stated, that 1-11-12 are on wall line. Each one of the other points in projection represents the projection of the same numbered point, as shown in the primitive profile in gable, by the corresponding figures 1-2-3-4-5-6-7-8-9-10-11-12, and the letters a-b-c-d-e-f-g. Note the 45° cutting plane always cuts a full projection view from the moulding.

PATTERN TO JOIN SQUARE RETURN AT TOP OF GABLE.

The pattern is obtained in the usual manner. Through the points on the profile as shown draw lines perpendicular to pitch of gable, cutting the pattern lines in points. Lines traced through the points give the miter pattern F to join the pattern cut from the profile of the square return at top of gable.

Square miter pattern obtained from profile square return top of gable. From point M in ground line draw the vertical line as shown in 3d angle. On this line space the points 1-2-3-4-5-6-7-8-9-10-11-12. Through the points draw horizontals and from the points of division on profile in gable draw vertical lines to intersect the pattern lines numbered similar in the points as shown in 3d angle. Lines traced through the points give the square miter pattern, to join pattern F in gable, pattern sheet.

INTERSECTION BETWEEN A MOULDING IN AN INCLINED PLANE AND A HORIZONTAL MOULDING ACUTE ANGLE IN PLAN—ALL OPERATIONS FULLY SHOWN AND DESCRIBED.

This problem is similar to all the other problems. This problem and the octagon return at top of gable have not been shown or described in any book on intersections that I have read. I constructed this problem as every other, for the purpose of giving examples of intersections between mouldings. The line 67½°-M, 3d angle, is the horizontal trace of the cutting plane. The vertical trace is M-90°. The plane is read precisely the same as the last. Note—Every trace that is inclined to the ground line in the horizontal plane of projection is read perpendicular to horizontal, inclined to vertical, just the reverse to what it appears on paper. This cutting plane cuts entirely through all the lines as shown in plan in points not numbered. The points of intersection are projected where the plane cuts the lines drawn through the points 1-2-3-4-5-6-7-8-9-10-11-12. In the plan these horizontals intersect the horizontal trace of the cutting plane in points, plainly shown. Through those points, draw vertical lines intersecting the lines drawn in gable mould, giving the projected form of intersection as shown. Draw the lines perpendicular to the pitch of gable, from the points in the gable to intersect the pattern lines in points. Lines traced through the points give pattern G. The form of the horizontal return mould is not shown, but is found by drawing horizontal lines through the points on the profile of the projected form of the intersection, and on those horizontal lines space off the projection of the primitive gable mould, indicated by the numbers 1-2-3-4-5-6-7-8-9-10-11-12 and a-b-c-d-e-f-g. As shown on plan the return mould has the same projection as the gable mould. The full height of the horizontal return mould is from point 12, indicated by the arrow, to the top point of the required form of this intersection, as shown by the top line of gable mould and the vertical line drawn from the extreme intersecting point in plan.

A NEW TRADE MARK.

An article of merchandise must reach a considerable degree of excellence before a trade mark becomes either useful or necessary. If it is of inferior quality, it is just as important that it has no distinguishing name or mark, as it is to preserve its identity where its merits are creating a demand for "more of the same."

We show herewith a trade mark adopted by the St.

A New Trade Mark.

Paul Roofing Cornice & Ornament Co., St. Paul, for their celebrated "Easy Bead" eaves trough, which has shown an increasing popularity for several years.

The rapid growth and wide extent of the demand for this style of trough would seem to bear out the claim of the manufacturers that it has many exclusive points of advantage. Aside from the original features of the design, the makers state that only the highest grade of materials and most skilled workmanship enter into the construction of "Easy Bead" Trough, thus assuring their patrons of a well-finished product.

The St. Paul Roofing Cornice & Ornament Co. believe that they have here an article that is well worthy of their reputation, and are preparing for the biggest eaves trough season in their history.

NONPAREIL RUBBER ROOFING.

The accompanying illustration shows a roof, partially covered with Nonpareil rubber roofing, which is new to the trade in a measure. The material is made from long fibre wool felt of good quality. It is thoroughly saturated in a special compound, which makes it water, acid and gas proof. The solvents used in its manufacture are non-volatile, and for this reason the roofing is flexible for years—as much so as when first saturated. The surface is covered with

mica, and in consequence is fire-proof against sparks and is likewise more durable.

Roofers who have been accustomed to paint their roofs every one or two years will be pleased to learn

Nonpareil Rubber Roofing.

that Nonpareil rubber roofing does not have to be painted and will last for many years without being coated. It is made in one, two and three ply. Each roll measures thirty-six inches wide and contains enough to cover one hundred square feet. Nail's with large heads and cement are packed on the inside of each roll. The composition is manufactured by the Illinois Roofing & Supply Company, 23 Lake street, Chicago.

To THE AMERICAN ARTISAN.

I would like to state through your paper that I make 290, 2 piece, No. 8 washboilers in 57 hours. If any of your numerous readers can beat this, let's hear from them.

I gladly refer you to the Wyeth Hardware Mfg. Co. of this city. S. P. SMITH.

St. Joseph, Missouri.

A HANDSOME ESTABLISHMENT.

The makers of Scott's Extra Coated, and Follansbee-Banfield Process, bright charcoal, tin and black sheets, are so widely known as makers of the highest grade roofing tin, that interest will be taken in the establishment where these brands are now manufactured. The accompanying illustration shows their new mills, the place from which the goods are made and from which they are shipped. The mills are located at Follansbee, Brooke County, West Virginia, near Pittsburgh. They are modern, complete and successful. Their completion required several years of experiment, study and careful attention. They cost over a half million dollars and employ approximately seven hundred experienced hands. Follansbee Brothers Company of Pittsburgh occupy an important position in trade circles and their products are known in almost every state in the country. They have been more successful than most concerns in opening up Western and foreign markets for American tin plate.

New Mills, Follansbee Brothers Company.

W. M. Belt, C. B. Voris and Flora M. Voris are the incorporators of the Illinois Corrugated Metal Company, Bloomington, capitalized at $10,000.

ON COOKING HYGIENICALLY.

BY W. H. MEYERS, M. D., PH. D., IN THE NEW YORK HEALTH JOURNAL.

So many articles are advertised in the magazines and in the newspapers, and for all of these such remarkable claims are made, that readers hardly know how to choose between genuine merit and exaggerations made by unscrupulous advertisers.

With articles devoid of hygienic feature this paper has no concern whatever, but where any product is represented as possessing essential points conducive to health, then it lies within our province to investigate the same, and, after careful and unbiased examination, to make an editorial report concerning the hygienic features of the article, whether such report is favorable or unfavorable to the article in question.

These principles have been adhered to in the present report, and therefore, our readers may rely implicitly upon the unprejudiced suggestions that follow.

The article in question is styled the Lisk Sanitary Self-Basting Roaster, offered by the Lisk Manufacturing Co., of Canandaigua, New York. The hygienic features of the same may be thus briefly stated:

Not only does this roaster require no basting or watching and obviates waste, but it turns out the roast crisp, juicy, and roasted "to a turn," thus rendering it wholesome and appetizing. Being made of gray enamel steel, it is more durable than china and more easily cleaned, hence as economical as it is hygienic. The cause of health will be greatly aided in every household in which the Lisk Sanitary Self-Basting Roaster is introduced.

To say that in the present case there is not the slightest exaggeration as to the sanitary advantages offered would scarcely present the decided hygienic superiority of the Lisk Sanitary Self-Basting Roaster, as it deserves to be expressed, but it is a pleasure for us to say that the advantages presented by the advertiser are rather understated than overstated, for we do not think the manufacturers have bestowed the praise that is due, from a hygienic viewpoint, as the writer, in the making of a conservative editorial report, would have been more emphatic in its praise.

The New York Health Journal has no other object save the interests of its subscribers, and certainly has no disposition to promote the sale of any advertised article simply to increase the profits of those offering the same for sale; but solely for the benefit of our readers we take occasion to say that every physician and every hygienist should recognize the overwhelming sanitary advantages of the Lisk Sanitary Self-Basting Roaster, and commend its general and widespread use, and we consider it but the duty of health journals to editorially call attention to its superiority.

To those who have written to us requesting an editorial opinion regarding this article, and asking that an investigation of its claims be made, we would say that no pains have been spared in determining whether or not its merits were in keeping with the claims made for it by those offering it for sale. After such an investigation, and because we have assured ourselves of its decided hygienic value and worth, we bestow upon the Lisk Sanitary Self-Basting Roaster the unqualified editorial endorsement of The New York Health Journal.

NOTES AND QUERIES.

LEADER HAY TOOLS.

From Clark Brothers, Lakefield, Minnesota.

Who makes Leader hay tools?

Ans.—Milwaukee Hay Tool Company, Milwaukee, Wisconsin.

ENAMELED LETTERS.

From Koch Brothers, New Baden, Illinois.

Where can we buy enamaled letters?

Ans.—Caesar Brothers, 112 Fulton street, New York City; Burdick Enamel Sign Company, 52 State street, Chicago; Enameled Steel Sign Company, 12 State street, Chicago.

LAWN MOWER SHARPENERS.

From Bradberry Brothers, Hurley, South Dakota.

Where can we buy lawn mower sharpeners?

Ans.—Cutaway Harrow Company, Higganum, Connecticut.

SKATE SHARPENERS.

From Bradberry Brothers, Hurley, South Dakota.

Where can we buy skate sharpeners?

Ans.—Osborn Manufacturing Company, Cleveland, Ohio; Samuel Winslow Skate Manufacturing Company, Worcester, Massachusetts.

HOT WATER HEATER.

From Rosenwald Brothers, Bellingham, Minnesota.

Where can we buy an arrangement for a surface burning stove, used for heating purposes, whereby pipes are attached from a tank?

Ans.—Charles Smith Company, 101 Lake street, Chicago.

SANITARY CLOSET.

From A. F. Comings, Mount Sterling, Illinois.

Who makes the Sanitary closet?

Ans.—L. Wolf Manufacturing Company, 93 West Lake street, Chicago.

CRIMPERS.

From E. R. Smith, Cherokee, Iowa.

Where can I buy a crimper?

Ans.—Bertsch & Company, Cambridge City, Indiana; Consolidated Press & Tool Company, Chicago; Niagara Machine & Tool Works, Buffalo, New York; Merchant & Evans Company, Philadelphia, Chicago and elsewhere.

ITEMS.

M. Van Haaften, a tinner and sheet metal worker of Kalamazoo, Michigan, was a recent visitor at THE AMERICAN ARTISAN office. He is laying in a supply of tinners' tools.

E. A. Mitchell, 37 Willow Street, Brooklyn, and others are the incorporators of the Star Roofing Company, capitalized at $12,000 to manufacture and lay roofing materials.

Ralph R. Mabie of New York City, roofing contractor has filed a petition in bankruptcy. The liabilities are more than $8,000 and the nominal assets almost $1,000. $3,000 is the par value of the stock of the R. R. Mabie Roofing Company. It has no actual value.

Arrangements are now being made for the expenditure of an immense sum of money on the plants of the Southern Steel Company. The new organization represents the merger of the Alabama Steel & Wire Company and the Underwood Coal Company. The new company is capitalized at $16,000,000. R. B. Van Cortlandt and Moses Taylor are behind the movement.

J. H. Simpson, C. M. Smith, W. L. Smith, J. A. Flory and C. L. Flory are the incorporators of the Simpson Heater Company, Newark, Ohio, capitalized at $10,000.

Trade Report.

IRON AND STEEL MARKET.

Chicago, December 22.—Specifications continue extremely heavy, but new business is light. Few orders have been received but as a scarcity of new business is to be expected during the holiday season, no apprehension is felt. The diminution of orders during the last two weeks has not been so great as in former years. All of the finished material markets are strong, the material going into immediate consumption. Prices are firm and this fact in the face of small demand gives added strength to the situation. The nearness of the new year and the footing up of figures for the year's work makes it seem probable that 1905 will offer statistics more favorable than the most optimistic prophet considered possible.

Little business was transacted in the pig iron market but specifications were heavy. Stocks are low and prices firm. Gray malleable and steel castings and the high silicon irons are especially scarce. It is reported that shading on the $14.50 Birmingham, schedule for number two foundry, is taking place. Investigation developed the fact, however, that prices were being cut by only a few isolated stacks and then only twenty-five cents a ton. Two furnaces were blown out during the last week for repairs. These stacks will be idle until the middle of February. This means a loss of between eighteen and twenty thousand tons in the productive capacity of pig iron furnaces. The new furnaces of the Illinois Steel Company at South Chicago are fast approaching completion, the work being rushed forward. Northern irons, number two, are strong at $19.50, Chicago. Jackson county silvery ten per cent silicon are quoted at $24.30, Chicago.

The iron bar market is strong and prices are made on the basis of 1.85 to 2c. Steel bars are quoted at 1.66½c. The iron bar market is quiet so far as new business is concerned but specifications on both bar iron and steel bars equal or exceed the capacity of the mills. Premiums of from $3.00 to $5.00 a ton are being asked for immediate shipment on steel bars. The warehouse trade is heavy.

The sheet market is stronger though shading of prices continues on box annealed sheets. Blue annealed sheets are quite firm. The market is stronger than last week, the specifications on existing contracts coming more heavily. The demand from store is somewhat limited though a revival of interest may be looked for after the holidays.

Contracts for plate requirements for two large lake steamers were booked during the week under review. These will aggregate four thousand tons. It is expected that contracts for four additional vessels will approximate eight thousand tons will be let in the near future. Specifications for steel cars are extremely heavy. Prices are without change.

The merchant steel market is quiet but busy. New orders are not so scarce as usually and many firms are sending in orders which duplicate those sent in earlier in the year. Prices without change and firm.

The continuation of warm weather has done much to soften the scrap iron market. Dealers who have based claims and prices upon the usual snow falls and cold weather of December now find their calculations crumbling and are commencing to weaken under the bearish onslaught. The Chicago, Burlington & Quincy, Pere Marquette, and the Cincinnati, Hamilton & Dayton Railroad offered lists during the week that aggregate four thousand tons. Prices weakened from fifty cents to seventy-five cents per ton for number one railroad wrought. These are now quoted at from $18.00 to $18.50 per net ton. Other prices are without change and we quote stove plate and light cast scrap at from $12.00 to $12.50.

PIG IRON.

Rogers, Brown & Company will say in their weekly report:

Again the pace at which production and consumption are proceeding is evidenced by the records reported for November. Production during that month was over two million tons, at the rate of twenty-four and a quarter million tons per annum. In spite of this record-breaking output the surplus was taken care of and stocks on hand were reduced over eighty-three thousand tons during the month, this in the face of adverse car conditions and with customers clamoring for additional shipments. Had the car situation been normal stocks would probably have been reduced over one hundred thousand tons.

Buying generally is quiet. The approach of the holidays seems to have no restriction whatever on consumption, as the demand for raw material continues unabated. All conditions favor the present rate of consumption and possibly an increase after the first of the year. Unquestionably, manufacturers will start 1906 with record-breaking business ahead, and it is up to producers to meet conditions. If it were not for the tremendous output, there would be an alarming shortage of pig iron at the present time. A note which hitherto has been frequently sounded at this time of year, namely, the request for delay in shipments on account of holiday let-up, is absolutely lacking and has given place to increased demands by buyers for anticipation on orders wherever possible.

Generally speaking, there has been no change in prices, but there is a more confident and firmer tone to the market at present figures than heretofore. Independent steel companies have recently purchased Low Phosphorus, Standard Bessemer and Basic iron, and upward of 25,000 tons of Pennsylvania and Virginia Basic have been bought for first half of next year. There are now inquiries in the market for delivery of similar material during the second half. The Steel Corporation continues to be in the market for Standard Bessemer, and the various pipe companies have bought in moderate amounts, but the total footing up well. A remarkable advance in Ferro-Manganese has been noted during the past few weeks.

Possibly the most important feature of the week has been the continued pressure on mills for large tonnage of structural steel and steel rails. Notwithstanding the remarkable orders which have been chronicled here from time to time, a number of contracts have been placed during the week, and others are coming out daily. There seems to be no let-up to a demand which had been judged to have reached its high tide during the fall. Rail orders approximating 75,000 to 80,000 tons have been closed and other tonnage is still under negotiation. So far during December it is estimated that contracts for structural steel will foot up 125,000 tons.

Coke continues strong with operators contending strenuously against the increasing car shortage and adverse weather conditions, which are now in force. For the next two weeks any tonnage shipped is considered just that much good fortune as the annual holiday season by the labor class at mines and ovens becomes a feature which operators have long since surrendered to as one of the inevitable drawbacks of the business.

Matthew Addy & Company will say in their weekly report:

Ordinarily at this time of the year there is a perceptible lull in the iron trade. But this year, contrary to all precedent, pig iron sellers are finding themselves importuned for more and heavier shipments. Apparently consumption has not begun to lag, and the business of the country is keeping up at the record rate. Of course the absence of genuine winter weather has been of wonderful help, for up to to-day outdoor operations have not been seriously interfered with in any part of the country.

There has been a rather quiet time as far as actual sales of pig iron are concerned, but there is a growing interest, and this week has seen transactions of considerable volume. Nearly all the contracts have been for delivery over the earlier months of the year. There is still a very large quantity of pig iron to be bought. It is probable that there will in the early months of 1906 be a decided shortage in some directions. Stocks in November were very decidedly reduced, and there is on hand nowhere any appreciable amount of pig iron. In ore and coke business during the week has been phenomenal. There have been sales of great magnitude, and these sales mean that it is going to cost a great deal more to make pig iron next year than it has cost

this year. The logical sequence is that prices necessarily will stay on a higher plane than in the past.

In regard to present prices, they are as steady as the Rock of Gibraltar. There are no concessions obtainable anywhere in the market. It has been seldom that a year has closed that was more satisfactory in retrospect than the present year or that promised more in the future.

SHEETS.

John McVoy & Company report as follows:

The market conditions are very strong. The season of the year is such, however, that there ought not to be as large demand as there is, and it looks now as if there would be a considerable shortage in the opening months of the year on stock of all kinds. The price in raw Copper continues to advance, and another advance on Sheet Copper may take place any time. Pig Tin has also advanced considerably. Solder continues to advance.

We quote prices as follows:

Black sheet steel, No. 16 gauge, $2.45; No. 18-20 gauge, $2.50; No. 22-24 gauge, $2.55; No. 26 gauge, $2.60; No. 27 gauge, $2.65; No. 28 gauge, $2.75; No. 29 gauge, $2.95.

Wood's smooth, No. 20 gauge, $2.90; No. 22-23 gauge, $2.96; No. 26 gauge, $3; No. 27 gauge, $3.05; No. 28 gauge, $3.15.

Wellsville polished sheet steel, 24 gauge, $4.85; 26 gauge, $4.95; 27 gauge, $5.05; 28 gauge, $5.15.

Galvanized sheets, regular sizes, 14 and 15 gauge, $2.80; 18-20 gauge, $3.05; 22-24 gauge, $3.10; 26 gauge, $3.30; 27 gauge, $3.50; 28 gauge, $3.70; 29 gauge, $4; 30 gauge, $4.50; 36-inch wide on No. 20 and lighter, 20c per 100-lb advance; on 48-inch wide material, 16 gauge, $3.60; 18 gauge, $3.90; No. 20 gauge, $4.55.

Corrugated, 2½-inch, painted, No. 28 gauge, $2.15 a square; galvanized, $3.25 per square. Sheet Copper, 21c base. Solder warranted $23.35 per 100 lbs.; strictly ½ and ½, $22.75 per 100 lbs.

CHICAGO HARDWARE MARKET.

The year 1904 closed auspiciously and rosy with the hopes that were set forth for 1905. 1905 began well but it is curious to note that the passing of each month showed a step upward in general hardware prosperity. January, February, March, April, May, June and July showed better sales than the corresponding months in 1904 and each month showed a greater increase than its predecessor. The same was true for the rest of the year and it was especially true for the holiday season which has just closed. Jobbers and such retailers as we have had an opportunity to interview, all declare their stock depleted, their shelves absolutely empty of holiday specialties. While staple lines show the customary dulness of the season. It is probable that in most cases dealers could accept no additional orders conveniently. In the larger cities we find the holiday trade somewhat limited as regards the retail hardware dealer but in the country the coming of Christmas was more welcomed than ever befor by retailers in every line.

The general upward tendency of prices was exemplified last week by the five per cent advance in prices for stoves manufactured in New York state and Northern Pennsylvania. Continued advances of prices on raw material have their absolute effect, that of raising prices on the finished products. While manufacturers of the products that go directly to the consuming public have been extremely conservative in the matter of advancing quotations, perhaps more so than ever before, it is interesting to note that men are not in business for their health and that cost of production could not exceed a certain figure without raising the selling price a corresponding amount.

The window glass market is in a demoralized condition. On December 12, a meeting of the window glass manufacturers and the union was held at Buffalo, N. Y., and a plan of shutting down every window glass factory in the country which operates under the amalgamated scale was presented for discussion. The time set is January 1, 1906. The leading manufacturers fail to induce the union to accept a sliding scale of wages and many of the smaller factories were compelled to suspend operations. There are no surplus accumulations of hand-made glass, consumers absorbing all the receipts as fast as they arise. Assortments are incomplete and many sizes not available in either eastern or western markets. Prices are firm though the American Window Glass Company is offering its output at a reduced schedule. This includes discounts of ninety and twenty-five per cent on the official list figures. Official discounts on the first three brackets, single, are ninety and ten to ninety and twenty per cent. Other sizes are ninety and five to ninety and ten per cent.

Specifications on all wire products except barb wire are good. New business is also heavy especially on wire nails. The large contracts for wire nails are due undoubtedly to the anticipated advance in prices. The production of wire nails has gone on at a tremendous rate and consumption has kept pace. Jobbers and dealers' stocks are low and need replacing. The south and southwest are receiving goodly portions of barb wire from Chicago and St. Louis jobbers but there is almost no demand from other sections.

The linseed oil market is strong and an advance in both state and western is expected. The increased cost of seed is responsible for the activity of linseed oil. Stocks are not heavy and crushers are not over-anxious to sell. Buying is confined to a minimum and the demand is not overpowering. Number one Northwestern flaxseed is quoted at $1.06½ bid with number one at $1.00 bid.

COPPER.

The copper market is still strong and on December 21 contracts for January and February shipments, electrolytic brands were made on the basis of 18⅞c. March, April and May deliveries were made on the basis of 18½ to 18¾c. Casting grades are firm on basis of 18⅛ to 18⅝c. Wire makers bought heavily.

Chicago jobbers have advanced prices on brass products and the market is extremely firm. Copper is scarce and supplies are being guarded. Sheet brass is now quoted with a discount of 12½ per cent. Brass rod is quoted at 15 and 5 per cent, brazed tubing at 25 per cent and sheet copper at 22c net base. The discount on wire brass is 12½ per cent.

TIN PLATES.

There is a brisk demand for tin plates. The leading producer is asking $3.40 in one hundred pound boxes at the mill. Specifications on contracts continue to arise steadily. Production has been curtailed, owing to the marked scarcity of sheet bars. Welsh plates continue steady on a basis of 12s, 9b, f. o. b. Swansea.

20x28 80-lb. Cokes	$ 7.55
20x28 90-lb. Cokes	7.75
20x28 100-lb. Cokes	8.00
20x28 107-lb. Cokes	8.50
20x28 1X Cokes	10.50
20x28 2X Cokes	12.00
American "A" Charcoal IC	9.25
American "A" Charcoal 1X	12.00
Additional Xs each, $2.	
Melyn Grade Charcoal, IC	12.00
Melyn Grade Charcoal, 1X	14.00
Additional Xs, Charcoal, $2.	
IC 20x28 100-lb. Ternes (Seconds)	6.85
IC 20x28 200-lb. Primes	7.75
IC 20x28 214-lb.	8.00
1X 20x28	10.75

OTHER METALS.

The London pig tin market weakened slightly during the week but the New York Metal Exchange fixed its settling price on December 21 at 36.30c for December, 36.15c for January and 36c for February. There were few inquiries and few actual transactions but the market is strong. Pig lead continued very strong and prices are firm in all sections of the country. Chicago prices are 5.30 for desilverized and 5.40c for corroding. St. Louis prices are 2½c lower. Common brands of soft Missouri lead are well maintained in Missouri at from 5.75 to 5.80c.

Nickel is quiet and unchanged with large lots quoted at forty-five cents a pound and ton lots at fifty cents a pound. Small quantities are selling at from fifty to sixty cents per pound.

Current Hardware and Metal Prices.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.

METALS.

FIRST QUALITY BRIGHT PLATES.

		Per Box
IC	14x14	$10 50
IC	14x20	7 15
IX	14x20	8 40
IXX	14x20	9 60
IXXX	14x20	11 85
IXXXX	14x20	13 10
IC	20x28	14 50
IX	20x28	16 50
IXX	20x28	18 95
IXXX	20x28	21 25
IXXXX	20x28	23 75

COKE PLATES.

Cokes, 180 lbs	IC	20x28	$9 00
Cokes, 206 lbs	IC	20x28	9 35
Cokes, 216 lbs	IC	20x28	9 75
Cokes, 216 lbs	IX	20x28	11 70

PIG IRON.

Lake Sup. Charcoal	$20 00@$20 50
North'n Coke Fdy., No. 1	20 00@ 20 50
North'n Coke Fdy., No. 2	19 50@ 20 00
North'n Coke Fdy., No. 3	19 00@ 19 50
Northern Scotch, No. 1	20 00@ 20 50
Ohio Strong Softeners, No. 1	20 30@ 20 80
Ohio Strong Softeners, No. 2	19 80@ 20 30
Southern Silvery, 4 to 6 per cent Silicon	19 15@ 19 40
Southern Coke, No. 1	18 65@ 19 15
Southern Coke, No. 2	18 15@ 18 65
Southern Coke, No. 3	17 65@ 18 15
Southern Coke, No. 4	17 40@ 17 90
Southern Coke, No. 1, Soft	18 65@ 19 15
Southern Coke, No. 2, Soft	18 15@ 18 65
Southern Gray Forge	16 65@ 17 15
Southern Mottled and White	16 40@ 16 65
Malleable Bessemer	20 00
Jackson Co. & Ky. Silvery 8% Silicon	21 30
Jackson Co. & Ky. Silvery 10% Silicon	22 30
Alabama Basic	18 65@ 18 90

BLACK SHEET STEEL.

No. 16 per 100 lbs.	$2 55
No. 18-20 per 100 lbs.	2 60
No. 22-24 per 100 lbs.	2 65
No. 25-26 per 100 lbs.	2 70
No. 27 per 100 lbs.	2 75
No. 28 per 100 lbs.	2 85
No. 29 per 100 lbs.	3 05

POLISHED SHEET STEEL.

No. 24 per 100 lbs.	$4 60
No. 26 per 100 lbs.	4 70
No. 27 per 100 lbs.	4 80
No. 28 per 100 lbs.	4 90

SMOOTH STEEL.

Wood's Smooth, No. 20	$3 90
" " No. 22-24	3 95
" " No. 25-26	3 00
" " No. 27	3 05
" " No. 28	3 15

PATENT PLANISHED SHEET STEEL.

Patent Planished Sheet Steel.	"A" $10 20, "B" $9 20
Dickey Planished Sheet Steel	8½c

GALVANIZED IRON.

Regular Sizes.

No. 16, per 100 lbs.	$3 20
Nos. 18 & 20, per 100 lbs.	3 35
Nos. 22 & 24, per 100 lbs.	3 50
No. 26, per 100 lbs.	3 70
No. 27, per 100 lbs.	3 95
No. 28, per 100 lbs.	4 10
No. 29, per 100 lbs.	5 00
Nos. 22 & 24 x 96 in., per 100 lbs.	3 70
No. 26 x 96 in., per 100 lbs.	3 90
No. 27 x 96 in., per 100 lbs.	4 10
No. 28 x 96 in., per 100 lbs.	4 30

SOLDER.

XXX Guaranteed ½ & ½ per lb.	20½c
Commercial ½ & ½ per lb.	19c
No. 1 Plumbers	17½c

SHEET ZINC.

600 lb. Casks base, per cwt.	$7 90
250 lb. Casks per cwt.	7 95
Sheets per cwt.	7 70

COPPER.

Copper base,	21c

TIN PIGS AND BARS.

Banca, pigs, per lb	35@35½c
Straits, pigs, per lb	35c
Straits in bars, per lb	37c

LEAD.

American Pig	$4 60@$4 62½
Bar	6½c
National (White) brands (in less than 100 lb. lots), per lb	7½c

Sheet.

Full coils per 100 lbs.	$7 00
Cut coils per 100 lbs.	7 25

HARDWARE.

ADZES.

Carpenters'.	
Ajax	35&15%
Blood's	40&2½%
Coopers'.	
Barton's	20%
White's	15%
Ship.	
Ajax	33⅓%
Blood's	37½%
White's	12½%

AMMUNITION.

Caps, Percussion—per 1,000.	
F. L. Waterproof, 1-10s.	40c
G. D.	35c
Eley's	52c
Cartridges.	
Peters Rim Fire Ctgs.	50&3%
Peters Cent Fire, Pistol and Rifle	25&3%
Peters Cent Fire, Military and Sporting Ctgs.	15&8%
Peters Blank Ctgs. 22 cal.	$1 24
Peters Blank Ctgs. 32 cal. C. F.	4 60
Peters BB Caps, Round ball	1 50
Peters BB Caps, Conical ball	1 95
Winchester Cent. Fire, Military and Sporting Ctgs	15&8%
Primers.	
Berdan Primers	$1 00
Peters Primers	20%
Winchester Primers	20%
Shells.	
Peters Empty Paper Shells, 10 and 12 gauge. League	25&2%
Peters Empty Paper Shells, 16 gauge. League	20&2%
Ideal Empty	25&7%
Peters Target and High Gun Smokeless	40&5%
Peters Premier and Ideal Smokeless	40, 10, & 10%
Peters Loaded Shells, League	40%
Peters Referee Semi-Smokeless	40&2½%
Winchester Blue Rivals	33⅓ & 11%
Winchester Yellow Rivals	33⅓ & 11%
Winchester Repeater	40&5%
Winchester Leader	40-10&10%
Winchester Loaded Shells, Black Powder	33⅓ & 11%
Gun Wads—per 1,000.	
Peters Gun Wads	18%

Powder.		Each
King's Smokeless, kegs		$11 30
" "	½ kegs	5 80
" "	¼ kegs	2 97
" "	1-lb. cans	51
" "	1-lb. " rifle	70
Dupont's "	50-lb. drum	22 45
" "	25-lb. kegs	11 35
" "	12½-lb. kegs	5 80
" "	6¼-lb. kegs	2 97
" "	1-lb. cans	51

Shot.

Drop shot, sizes smaller than B, 25-lb. bags, per bag	$1 65
Drop shot, B and larger sizes, 25-lb. bags, per bag	1 90
Buck Shot, 25-lb. bags, per bag	1 90
Chilled Shot, 25-lb. bags, "	1 90

ANCHORS.

Expansion Screw Anchors	10%

ANVILS.

Trenton, 70 to 80 lbs.	9½c per lb
Trenton, 81 to 150 lbs.	9½c per lb

ASBESTOS.

Board and Paper	33⅓%

AUGERS.

Boring Machine	60&10&5%
Irwin's	40&10%
Carpenters' Nut	60&10&5%
Hollow.	
Bonney's—list $30.00	75&5%
Stearn's, No. 3 "	33 50
Post Hole.	
Digwell, 8-inch per doz.	12 50
Iwan's Post Hole and Well	40&5%
Iwan's Vaughan pattern, 4 to 9-in., per doz.	6 00
Rafting.	
Snell's	50&5%
Ship.	
Ford's, with or without screw	40-5%
Snell's, " " "	40-5%

AWLS.

Brad.		
Handled	per doz.	$0 28
Shouldered, assorted, 1 to 4,	per gro.	95
Patent asst'd, 1 to 4	"	90
Harness.		
Common	"	1 10
Patent	"	90
Peg.		
Shouldered	"	95
Patent	"	40
Scratch.		
No. 2, handled	"	4 80
No. 1, socket handled	per doz.	1 15
No. 20 Hurwood	"	2 00
Sewing.		
Common	per gro.	90
Patent	"	90

AXES.

Boy's Handled.		
Camp Fire, 3 lb	per doz.	$6 25
" " 4-lb., freighters'	per doz.	7 85
Cast Steel, good grade,	"	6 25
Pioneer	"	6 75
Broad.		
Peerless		40-10&5%
Red Warrior	per doz.	$22 50
Firemen's (handled)	"	13 00
Single Bitted (handled).		
Gladstone, 3 to 4 lbs.,	per doz.	$10 75
Hunt's	" " "	9 00
Lippincott's	" " "	9 00
Mann's	" " "	9 00
Pioneer	" " "	9 75
Valley Forge	" " "	9 00
Maricopa	" " "	7 50
Single Bitted (without handles).		
Gladstone,	per doz. 3 to 4 lbs.	$8 50
Hunt's	" "	7 00
Lippincott's	" "	6 75
Mann's	" "	9 50
Pioneer	" "	9 50
Valley Forge	" "	6 75
Maricopa	" "	6 50
Double Bitted (without handles).		
Lippincott's, 3 to 4 lbs.	per doz.	$9 25
Mann's	" "	9 50
Pioneer	"	9 25
Valley Forge	" "	9 25

The above prices on axes of 3 to 4 lbs. are the base prices.

3½ to 4½ lbs. advance 25c.
4 to 5 lbs. advance 50c.
4½ to 5½ lbs. advance 75c.

BAGS, PAPER NAIL.

Pounds	10	16	20	25
Per 1,000	$3.00	4.50	5.50	6.00

BALANCES, SPRING.

Frary's	50%
Pelouze	20%

BARS, CROW.

Pinch or Wedge Point	cwt. $2 95

BASKETS.

Clothes.			
Small Willow	per doz.	$5 75	
Medium "	"	6 50	
Large "	"	7 25	
Galvanized Iron.	½ bu.	1 bu.	1½ bu.
Per doz.	$4 00	5 50	7 00

BEATERS.

Carpet.		
Rattan	per doz.	$2 40
Raymond's Steel Wire	"	80
Woven Wire, No. 4	"	1 10

Egg.		Per doz.
No. 60 Imp. Dover		$0 60
No. 75 "	"	65
No. 100 "	"	75
No. 102 "	" tinned	85
No. 150 "	" hotel	1 50
No. 152 "	" hotel tin'd.	1 75
No. 200 "	"	80
No. 202 "	" tinned	90
		Each
No. 300 "	" mammoth.	2 50

BELLOWS.

Blacksmiths'	70%
Hand.	
8 inch per doz.	$6 85
10 inch "	8 40
Molders'.	
12 inch "	13 00

BELLS.

Call.		
2¾ in. nickeled bell	per doz.	$1 85
2¾ in. " brass bell	"	3 60
3 in. " " "	"	7 50
3 in. " silver alloy bell	per doz.	17 00
4½ in. nickeled brass bell and base	per doz.	14 50
Cow.		
Ordinary Goods		70&5%
High Grade		60&10%
Jersey		70&10%
Door.		
Bigelow Automatic	per doz.	$9 50
Rotary.		
3 in. bronzed iron bell	"	5 25
3 in. nickeled " "	"	7 50
3½ in. " " "	"	9 00
Hand.		
Hand Bells, polished		60@60&10%
White Metal		50%
Nickel Plated		40%
Swiss		60&5%
Silver Chime		33⅓%
Miscellaneous.		
Church and School, steel alloy		70, 10&5%
Farm, lbs.	40 50 75	100
Each	$1.10 1.30 1.85	2.65

BEVELS, TEE.

Stanley's, rosewood handle, new list	40&5%
Stanley's iron handle	40&5%

BINDING, OILCLOTH.

Zinc	75&10%
Brass	72½%
Brass Plated	75&10%

BITS.

Auger.	
Extra Double Spur	70&10%
Ford's Car and Machine	40&10%
Ford's	40&5%
Ford's Ship	40&5%
Irwin	50&5%
New Jenning's	50, 10&10%
Russell Jenning's	25&10%
Clark's Expansive	60%
Steer's " Small list, $22.00	30%
" Large " $26.00	30%
Irwin Car	45%
Snell's Car	60&5%
" Ship	40&5%
Ford's " Auger pattern Car	40&5%
Center	40&10%
Countersink.	
Wheeler's	per doz. $1 20
American Snail head.	" 70
" Rose "	" 80
" Flat	" 70
Buck Bros.' Flat	" 2 65
German	" 70
Dowel.	
New Jennings	40&10%
Gimlet.	
Standard Double Cut	50&5@50&10%
German Pattern	per doz. $0 43
Gouge	" 50
Spoon	" 50
Countersink	" 1 30
Reamer.	
Buck Bros.' ½ Round	" 2 75
" " Square	" 2 50
Standard ½ Round	" 75
" Square	" 75
German Octagon	" 75
Screw Driver.	
Round Shank	" 80

Round Shank, extra..
quality ..... " 1 40
Square Shank ..... " 1 10

BLACKING, STOVE. (See Polish)

BLADES, SAW.

Butchers'.
Standard ¾ & 1¼ in.....60&5%
Clock Spring.....60&5%
Star 15%

Hack.
Disston's .....25&5%
Griffin's.....35&5%
Star 15%

Wood.
Jackson's .....per doz. $2 25
Disston's—No. 6, 16, 26 & 045.. 4 2
No. 11 ..... 6 4
W. M. & Co.'s No. 20..per doz. 5 5

BLOCKS.

Snatch.
Wooden .....55&10%
Steel .....40&10%

Tackle.
Wooden .....70&5%
Steel .....50, 10&5%

BOARDS.

Stove.....40%

Wash.
Globe .....per doz. $2 55
Banner..... " 2 90
Crystal Glass..... " 3 40
Brass King..... " 3 40
Nickel Plate ..... " 3 40
Enamel King..... " 3 40

BOBS, PLUMB.

Carpenters'.
8½ oz. iron.....per doz. $0 65
1½ ℔. " ..... " 1 60
2¾ ℔. " ..... " 1 80
13 oz. lead ..... " 3 00
6½ oz. brass..... " 3 30

BOLTS.

Carriage, Machine, Etc.
Carriage ⅜x6 and sizes smaller and shorter.....75&5%
Carriage, sizes larger and longer than ⅜x6 .....70&5%
Machine, ⅜x4 and sizes smaller and shorter.....75&5%
Machine, sizes larger and longer than ⅜x12.....70&5%
Machine, longer and larger than ⅜x12.....70%
Elevator.....50-10&5%
Plow.....60&10%
Stove .....8[illegible]10%
Tire .....75&10%
Wagon Box Strap .....70&10%

Mortise Door.
Gem.....50&10%
Ives'.....50&10%

Barrel.
Cast 50%
Wrought .....50&5%
" Bronzed.....75&5%

Plush.
Wrought, B K .....40&5%

Spring.
Wrought .....75&10%
" Brass .....75&10%

Square.
Cast.....40%
Wrought .....60-10&10%

Tire.....72&¼%

BORERS.

Angular.
Miller's Falls..... per doz, $13 75

Bung.
Common ring with handle.
Inches..... 1½ 1¾ 2
Per doz.....$6.25 7.25 8.50

Enterprise Mfg. Co., No. 1 List $1.50; No. 2, $2 00 each..25, 10 & 2½%

BOXES.

Mail, No..... 5 10 20
Per doz..... $3.50 10.50 13.00

Miter.
New Langdon.....15&5%
Olmsted's 10%
Stanley's.....30%
Seavey's .....each $1 30

BRACES.

Barber's .....50&10&10@60&10%
Fray's Genuine Spofford's.....60%
..Fray's No. 70 to 120, 81 to 123, 207 to 414.....60%
C. E. Jennings & Co.....50&5%
Mayhew's Ratchet.....60%
Mayhew's Quick Action Hay Pat. 50%
Miller's Falls Drill Braces.....25%

BRACKETS.

Hay-Rack.
Wenzelmann's No. 1 per doz. $9 75
" No. 2 " 10 50

Shelf.
Cast Iron, Japanned.....50, 10, 5%
Stanley's Wrought Steel 70-10&2½%
Wire .....80, 10&5%

BROILERS.

Wire.....70&10%
Crown, Self-Basting, No. 80. doz. $2 16

BUCKETS.

Pump Rubber.
Wychoff.....per gr. $4 75
Cooper..... " 4 75
Champion ..... " 7 50
Victor ..... " 9 25
Star..... " 5 00
IXL ..... " 6 75

Well.
Galv'd Qts..... 10 12 14
Per doz..... $2.90 $3.25 $3.40
Wooden, top ear, plain, per doz 3 75
" " swivel " 4 85
" side-strap, plain " 3 85
" " swivel " 4 95

BUCKS, SAW.

Folding .....per doz. $2 10

BURRS, RIVETING.

Copper Burrs only.....35-10&5%
Tinners' Iron Burrs only.....70%

BUTTS.

Cast Iron.....65-10&5%
Wrought Brass.....15%
Wrought Steel Bright—Nos. 800, 804, 808, 810, 814 and 834..75-10&10%
Nos. 838, 840 and 842....75-10-10&10%
Nos. 822 and 823.....85-10&7½%
Wrought Steel, Japanned.
Nos. 731 and 727.....70-10-10&10%

CALIPERS.

Double .....60&12½%
Inside and Outside.....60&5%
Wing..... .....60-10&10%

CALKS.

Logger's Boot.
(Lufkin R. Co.'s), per M.....$3 75

Toe.
Shoenberger.....per ℔ 5 c
Bessemer ..... " 4½c
American ..... " 7 c
Swedes..... " 8½c

CANS.

Cheese Factory Can Stock.
Gallons.... 15 20 30 40
Per set.... $2.85 $3.05 $3.25 $4.40

Milk.
Elgin Pattern.
Nos..... 808 810
Gals..... 8 10
Per doz..... $18.00 $23.80

New Elgin Pattern.
Eureka Pump, 5 gal. .....$7 8[illegible]
Wood Jacket.....70, 10&10%
Nos..... 105 108 110
Gal. each .. 5 8 10
Per doz.... $13.75 $15.00 $14.75

Iowa Pattern.
Nos..... 608 610
Gal 8 10
Per doz..... $18.00 $19.20

New York Pattern.
Nos..... 908 910
Gal. each..... 8 10
Per doz..... $22.15 $23.00

Oil and Gasoline.
1 Gal. glass, Daisy....per doz. $1 80
1 " cushioned " 3 15
Star, gals..... 1 2 3
Per doz..... $1.45 $2.40 $3.35

Per doz.
Sterling Tilting, 5 gallon.....$ 8 00
"High C" Pump, " 12 00
Eureka Pump " 9 25
Wooden Jacket.....60&10%

CAN OPENERS.

See Openers.

CAPS, GUN.

See Ammunition.

CARPET STRETCHERS.

See Stretchers.

CARRIERS.

Hay.
Myers' Imperial.....each $3 50
" Clover Leaf..... " 3 65

CARTRIDGES.

See Ammunition.

CASTERS.

Acme—Ball Bearing.....33½%
Bed.....60&5%
Common Plate.
Brass Wheel.....60&10%
Iron and porcelain wheels, new list.....60&5%
Philadelphia Plate, new list..65&10%
Martin's.....50-10&5%
Payson's.....70&10%
Tucker's, Wood & Iron Wheel.25&5%
" Rubber Weeel.....15%

CATCHERS, GRASS.

Bieder's No. 1.. .....per doz. $5 75
Eureka ..... " 4 25
Ideal No. 4..... " 10 50

CHAIN AND CHAINS.

Breast Chains.
Doubleslack .....doz. pairs $5 75
With Covert snaps. " 5 00
With slide..... " 3 25
Without slide..... " 2 85

Bright Ox Chains.
5/16 in. $7.25; ½ in. $5.45 per 100 lbs.

Cable Coil Chain.
Inch..... 5/16 ⅜ 7/16 ½
Per 100 lbs.. $3.30 $3.50 $3.40 $4.60
Inch..... 9/16 ⅝ ¾ ⅞
Per 100 lbs.. $4.40 $4.30 $4.15 $4.05
Inch..... ⅞ 1 1¼
Per 100 lbs.. $4.00 $4.00 $4.10

Cable Log Chain.
Advance 35c per 100 lb. on Cable Coil

Cow Tie Chains.
American 2 toggle.....50&5%
" toggle and snap...50&5%
" open & closed ring, 50&5%

Halter Chains.
American, new list.....33½%
German.....60-10&5%
Niagara, new list.....40&5
Triumph, " 30%

Picture Chains.
Light Brass, 3 ft.....per doz. 63c
Heavy Brass, 3 ft..... " 75c

Pump Chain.
Galvanized, per 100 lbs.....$5 25

Safety Chain.
Brass.....60&10%

Special Steel Loading Chain.
Inch ..... ⅜ 7/16 ½
Per 100 lbs... $16.00 $13.50 $12.50

Stretcher Chains.
5/16 in. $8.50; ⅜ in. $7.75 per 100 lbs.

Tie-Out Chains.
Brown's .....70&10%

Trace Chains.
Western Standard.
6½— 6-2..... ...per pair 30c
6½— 8-2..... " 34c
6½— 8-3..... " 33c
6½—10-2..... " 38c
7 — 8-2..... " 38c
7 —10-2..... " 42c
7 —10-1 ..... " 48c
7 —10-0..... " 60c
Add 2c per pair for Hooks.
Add 2c " for Twist Link.

Wagon Stay Chains.
Inch..... ⅜ 7/16 ½
Per 100 lbs... $6.50 $6.00 $5.50

CHALK, CARPENTERS'.

Blue.....per gross 58c
Red..... " 48c
White..... " 38c
Common White Sch'l Crayon..... " 5½c

CHARCOAL

In barrels.....per bu. 22c

CHECKS, DOOR.

Blunt 30%
Blum-Jap'd, $6.25; Brzd., doz....$7.00
Columbia.....50, 10&5%

CHIMNEY TOPS.

Iwan's Volcano.....50%

CHISELS.

Box,
Inches..... 10 12 14
Round, per doz. $2.10 $2.25 $2.75
Flat " 2.85 3.60 4.20

Cold.
Good quality.....per ℔ 10@19c

Socket, Framing and Firmer.
Barton's.....20%
For beveled back, add per doz..60c

Tanged, Firmer.
With handles, add per doz.....60c

Choppers, Enterprise Meat.
No. 12.....$2 10
No. 23..... 3 40

CHUCKS, DRILL.

Goodell's, for Goodell's Screw Drivers.....per doz. $6 25
Yankee, for Yankee Screw Drivers..... 5 00

CHURNS.

Anti-Bent Wood, Gal.. 5 7 10
Each.....$3.90 $4.15 $4.40
Belle, Barrel. 70%
Common Dash, Gal.. 4 5 6
Per doz.....$7.75 $8.50 $10.50
Hero.....70%
Union, Gal..... 5 7 10
Each..... $3.65 $3.90 $4.75

CLAMPS.

Adjustable.
Martin's.....30%

Carpenters'
Steel Bar.....25%

Hose.
Sherman's, brass, ¾ in., per doz..33c
Double, brass, ¾ in., " 65c

Saw Filers.
Disston's list, $30.00.....30%
Stearn's, No. 0, $8.50; No. 1, $11.50; No. 3, $5.50 doz.
Wentworth's.....40%

CLAWS, TACK.

Cast, wood hdle.....per doz. 45@60c
Forged steel, wood hdle " $0.80
Solid Steel..... " 1.60
Giant..... " .80

CLEANERS.

Drain.
Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Pot.
Wire..... per doz. $0.50

Side-walk.
Steel..... per doz. $3.25
XLCR.....65&5%

CLEAVERS.

Family.
Ajax, In..... 6 7 8
Per doz..... $5.50 $5.75 $6.25

CLEVISES.

Malleable ....per ℔ 3½c

CLIPPERS.

Bolt .....$1.90@$4.75

CLIPS.

Axle.....65&5%

Damper.
Standard.....per doz. 65c
Troy..... " 38c

Hame..... " 20c

CLOTH.

Emery.
Ajax..... 50&10%
B. & A.....50%

Hardware Wire—full rolls (100 ft.)
2 to 8 mesh black, per 100 sq. ft..$1 85
9 to 12 " " " " 2 15
2 to 8 " galv. " " 2 70
7 and 8 " " " " 4 25

Screen Wire.
12 mesh, painted, per 100 sq. ft..$1 25
14 " " " " 1 85

COCKS AND FAUCETS.

Compression Plain Bibbs...60-10-2½%
Lever Bibb Cocks.....70%
Compression Hose Bibbs.....60-10%
Telegraph Faucets (new list)...50-5%
Racking Cocks (new list).....70-5%
Compression Lock C'ks(n'w list)..70%
No. 65 Brass Liquor Cocks, doz.. $0.15
Andrew's Brass Faucets 70%
Angle Plug Faucets, per doz... $0.85
Milk Can Faucets, per doz...$2.60-4.20
Petroleum Faucets (new list)....70%

COLLARS, STOVE PIPE.

Inches..... 5 6 7
Plain Tin....per gro. $1.60 $2.00 $3.00
Japanned Tin " 3.00 3.00 4.25
Lacquered Brass " 2.40 2.60 3.60

COMBS, CURRY.

Nos 000 20 321 330 417 416
Per doz.$0.32 .80 .90 .95 .80 1.00
Nos 531 533 530 535 545 300
Per doz.$0.96 1.20 1.10 1.85 1.40 1.30

COMPASSES.

Carpenters'.....70%
Pencil—Faber's.....per doz. $1.00

COPPER—See Metals.

COPPERS.

Soldering.
1 ℔ .....per ℔ 28c
1½ ℔ ..... 28c 2 ℔.... " 25c
3 ℔ and larger..... " 23c

CORD.

Picture.
White Wire .....80-10&5%

Sash.
Baltic Braided Flax.....per ℔ 20c
Silver Lake, white 7-32 in. " 29c
" " " 8-32 in. " 23c

CORKSCREWS.

Humason & Beckley.....33½%
Walker's.....33½%
Williamson's Regular..... 50%
Williamson's Forged Worm.....50%

COTTERS, SPRING.

All sizes—new list.....90&10%

COUNTERSINK.

Buck Bros. Flat.....per doz. $2 65

COUPLINGS, HOSE.

Brass.....per doz. $1.00
Brass Plated..... " .85

COVERS, WAGON—See Tents.

CRADLES, GRAIN.

Morgan's Grapevine...per doz. $22.75

CRAYONS—See Chalk.

CROW BARS.

Pinch or Wedge Point, per 100 lbs. $3.00

CUTTERS.

Glass.
Red Devil 45%
Smith & Hemenway Co. 50%
Woodward 40%
Meat.
Enterprise Nos. 5, 10, 12, 22, 32 and 42 ..... 25%
No. 100, list, $18.00 ..... 40&10%
Nos. 2 and 4 ..... 25%
Universal... Nos. 1 2 3
Per doz. $10.50 $12.50 $17.00
Smith & Hemenway Co 25%
Pipe.
Stanwoods... No. 1 2 3
Each $0.85 $1.50 $4.00
Slaw and Crout.
2-knife Crout ..... per doz. $9 75
1-knife Slaw ..... " 1 65
2-knife " ..... " 2 25
Washer ..... " 7 75

DAMPERS, STOVE PIPE.

Standard ..... 50&10%
American ..... 45&10%

DIES, STOCKS AND

Discount ..... 40&5%

DIGGERS.

Post Hole.
Acme ..... per doz. $8 75
Atlas ..... " 8 25
Eagle ..... " 5 75
Eureka ..... " 6 25
Hercules ..... " 9 75
Iwan's Split Handle.. " 7 00
Iwan's Perfection ..... " 7 75
Iwan's Hercules pattern " 9 00
Ryan's ..... " 17 00
See also Augers—Post Hole.

DOOR CHECKS—See Door.

DOORS, SCREEN.

⅞ in. 4-panel painted, per doz. $6 85
1⅛ in. " " " 7 50
1⅛ in. 3-panel natural pine, fancy ..... per doz. 11 50

DOOR HANGERS—See Hangers.

DRILLS.

Bit Stock ..... 60% & 65&5%
Blacksmith's Twist 60%
Breast.
Common ..... each, $2 25
Millers Falls ..... " 2 10
Hand
Goodell's Automatic.
Nos. 01 03 3 20
Per doz.. $7.75 $12.50 $14.25 $11 00
Goodell's Single Gear per doz. 15 75
Millers' Falls " " " 12 75
" " Double " " 15 25
Reciprocating.
Goodell's ..... per doz. $16 50
Bit Stock.
Standard List... 60&5%@60%@10%

DRIVERS, SCREW.

Hurwood ..... 40-10&10%
Standard ..... 65&10%
Ajax ..... 70&5%
Champion 45%
" Pattern ..... 60, 10&5%
Clark's Interchangeable 30%
Edison 60%
Reed's Lightning ..... 45&5%
Goodell's Spiral ..... 50, 10, 5&2½%
Yankee Ratchet 50%
" " Spiral ..... 50&10%
Smith & Hemenway Co ..... 40&5%

EAVE TROUGH. GALVANIZED.

Territory.	L. C. L.
Eastern	80&5%
Central	75&10&10%
Southern	75&12½%
S. Western	75&5%

Terms, 2% for cash. Factory shipments generally delivered.

See also conductor pipe and elbows.

EGG BEATERS—See Beaters.

ELBOWS.

Adjustable Stove.
Inches 5 6 7
Smooth, per doz. $0.70 $0.75 $1.10
Plan'd " 1.80 2.00 2.65
Corrugated Conductor.
5-inch ..... each 60c; per doz, $6.70
6 " ..... " 70c; " 8.00
75% discount to dealers on 2-inch 3-inch and 4-inch plain, round and round corrugated elbows.
Corrugated Stove.
Inches 5 6 7
Smooth, per doz. $0.70 $0.80 $1.30
Pol'd " 1.30 1.40 2.10
Plan'd " 2.00 2.20 3.00
Four-Piece Stove.
Inches 5 6 7
Smooth. per doz. $0.40 $0.52 $0.80
Pol'd " .80 1.00 1.20
Plan'd " 1.20 1.40 2.40

EMERY CLOTH—See Cloth.

EMERY, TURKISH.

Size ..... 5-lb. pkgs. ¼ kegs, kegs
No. 60 to 150, per lb. 6c 4c 4c
Flour ..... " 5c 3c 3c

ENAMEL, IRON.

English, ½-pt. cans ..... per doz. $1 50
Nubian " " ..... " 1 80
Peerless 1 50

EXTRACTORS, PIG.

See Forcips, Pig.

EYES.

Bright Wire Screw—See Goods, B. W
Drifting Pick ..... 60, 10&5%
Hooks and—
Brass 55%
Iron ..... 65&5%

FASTENERS, STORM SASH

Schroeder's ..... per doz. 1 40
Sensible ..... " 1 15

FAUCETS—See Cocks.

FILES AND RASPS.

Black Diamond ..... 70&10%
Disston's ..... 75&10%

FLUE STOPPERS—See Stoppers.

FORCEPS, PIG.

Superior ..... per doz. $4 75
Whisson's Imp ..... " 5 25

FORKS.

These goods are sold net this year.
Barley.
Steel ..... 90&2½%
Wood, 4 tines, per doz $3.25
Coal, Coke, Cottonseed 60%
Hay.
Diamond, 2 tine ..... 60&10%
" 3 " 70%
" 4 " 50%
Golden Eagle, 3 tine 75%
" " 4 " 80%
Digging ..... 70&10%
Scoop 50%
Header.
Diamond, 3 tine ..... 66⅔&5%
" 4 " ..... 65&10%
Manure
Diamond, 4 tine ..... 70&10%
Golden Eagle 90%
Ore 40%
Spading.
Diamond ..... 80&10%
Golden Eagle ..... 80, 10&5%

FRAMES.

Hack Saw.
Crown ..... per doz. $6 25
Miller's Falls ..... " 10 20
Star ..... " 2 85

FREEZERS, ICE CREAM.

Arctic.
Qts. 1 2 3 4 6
Each $1.10 1.30 1.50 1.80 2.30
Qts. 8 10 12 15
Each $2.95 3.80 4.50 5.20
White Mountain.
20 qt., New Platform... each $19 10
25 qt., " " " 22 60
25 qt., Sampson Power. " 43 50
40 qt., " " " 58 25

GAUGES.

Butt and Rabbet.
Stanley R. & L. Co.'s... 20&10&2½%
Cream Pail.
Fairmont ..... per doz. $3 75
Marking, Mortise, etc. .....
..... 50&10%@50&10&5%
Saw.
Atkin's, single, 55c; dbl. 80c per doz
Wire.
Disston's 25%

GIMLETS.

Discount ..... 35@40%

GLASS, WINDOW.

First two brackets ..... 98&15%
Above " " 90%

GLASSES, LEVEL.

Stanley R. & L. Co. ..... 50&5%

GLUE.

Bulk.
B Amber ..... per lb. 11 c
A White ..... " 13½c
H. S. Amber ..... " 15½c
Liquid.
Eagle 40%
Le Page's—
List "A" 37½%
List "B" 33⅓%
List "C" 25%
GOODS.
Bright Wire ..... 95&20%

GREASE, AXLE.

Wood Boxes.
Diamond ..... per gro. $5 50
Frazer's 9 50
Hub Lightning 5 25
Paragon 6 75
Wood Pails.
Frazer's, 15 lb. 80c; 25 lb. $1.30 each
Hub Lightning, 15 lb. 55c; 25 lb. 70c each.
Tin Cans.
Chamellene Graphite.
1 lb. per gross $9 50
3 lb. per gross 25 00
5 lb. per gross 37 00

GRIDDLES.

Soapstone ..... 40&10%

GRINDSTONES.

Family.
Inches 7 8 9
Per doz. $8.25 9.00 10.50
Loose.
Per ton ..... $20 00@$21 00
Mounted.
Ball Bearing 1 2 3
Each $3.15 3.00 2.85
Common Bearing.. 1 2 3
Each $3.00 2.80 2.65

GUN WADS.
(See Ammunition.)

HAFTS, AWL.

Brad.
Common ..... per doz. $0 19
Peg.
Common ..... " 22
Patent, plain top .... " 47
" leather top... " 53
Sewing.
Common ..... " 22
Patent ..... " 53

HALTERS.

Jute Rope ..... per doz. $0 85
Sisal Rope ..... " 1 85
Web ..... " 1 75
Leather, rope tie ..... " 6 50
" leather tie.... " 8 50

HAMMERS, HANDLED.

Blacksmiths' Hand.
Maydole's ..... 40&10%
Engineers'.
Maydole's ..... 40&10%
Farriers'.
Maydole's ..... 35&5%
Machinists'.
Maydole's ..... 40&10%
Nail.
Ajax ..... per doz. $4 00
Calumet ..... " 3 15
Cast ..... per doz. $1 10@$4 10
Maydole's ..... 40&5%
Vulcan ..... 45&5%
Riveting.
Maydole's ..... 35&5%
Shoe.
Cast ..... per doz. 75c
Tack.
All Iron ..... per doz. $0 35
Pol'd Iron, Hickory hdl. " 53
Mall. Iron, Inlaid ..... " 1 55
Magnetic 1 2 3
Per doz 70c 80c $1.00
Magazine ..... per doz. $4 75

HAMMERS, HEAVY.

Heavy Hammers and Sledges.
Under 5 lbs ..... 80&10%
5 lbs. and over ..... 85&5%
Masons'.
Single & Double Face ..... 70&10%

HANDLES.

Auger.
Common Assorted ... per doz. $ 38
Peck's Adjustable ... " 2 10
Roger's " ... " 4 25
Ives' " .... per set 1 35
Axe 60%
Chisel.
Hickory, Tanged Firmer, Assorted, 25c; Large, 27c per doz.
Hickory, Socket Firmer, Assorted, 18c; Large, 22c per doz.
Applewood, Tanged Firmer, Assorted, 29c; large, 38c per doz.
Applewood Socket, Firmer, Assorted ..... per doz. 24c
Coal Pick ..... 50&10%
Drifting Pick ..... 50&10%
File, assorted 13c, large 16c per doz.
Hammer.
Adze Eye ..... per doz. 48c
Blacksmiths' ..... per doz. 55c@80c
Machinists' ..... " 45c@70c
Hatchet ..... per doz. 45c
Hay and Manure Fork ..... 40&5%
Hoe and Rake ..... 40&5%
Saw.
Plain ..... per doz. 75c
Varnished ..... " 80c
Screw Driver.
Assorted ..... " 37c
Large ..... " 48c
Shovel and Spade 40%

HANGERS.

Barn Door.
Monarch ..... 60&10%
"Never Jump" Hinge ..... 50&10%
Peerless, Loose Axle ..... 60&10%
Perfection, Roller Bearing .. 70&5%
Phoenix, Roller Bearing ..... 70&5%
Prouty, No. 315.. per doz. prs. $6 35
Rival ..... " " 3 65
Superb ..... " " 5 50
Safety Flexible . " " 6 35
Wagner's Adjustable ..... 70&10%
Warehouse 60%
Conductor Pipe.
Iwan's Perfection 50%
Eave Trough.
Baker's ..... per gro. $2 35
Imperial 20%
Wire 35%
Parlor Door.
Acme ..... per set $3 75
Ives' Improved ..... " 2 50
Lane's Standard ..... " 3 50
" New Model ..... " 3 10
Le Roy Noiseless ..... " 4 00
Richards' ..... 40-10&5%

HASPS.

Hinge, Wrought ..... 50&5%
With Staples—See Staples.

HATCHETS.

Ajax 45%
Blood's 50%
Cast Claw ..... per doz. $1 20@1 45
Cast Shingling.... " $0 95@1 20
Duffy's Barrel ..... per doz. $15 00
Germantown 60%
Hammond's 40%
Roger's Ideal ..... per doz. $5 25
Underhill's Star Lath ..... 40&10%

HAY KNIVES.

See Knives.

HAY RACK BRACKETS.

Wenzleman's No. 1.... per doz. $ 9 75
" No. 2.... " 10 50

HINGES.

Blind.
Clark's Gravity ... per doz. sets 80c
Parker's 65%
Shepherd's Noiseless, for Wood casing ..... per doz. 1 05
Gate.
Clark's 1 2 3
Hgs & Ltch .... doz. $2.35 2.60 3.65
Hinges only .... " 1.70 1.90
Latches only... " .70 .75
Knuckle ..... per doz. prs. $6 00
Leed's ..... " sets 6 75
Superior ..... " prs. 9 50
Spring.
American 20%
Bommer Bros. Ball B'g Floor .. 35%
Bommer Bros. Spring Hinges. 40%
Chicago ..... 25&5%
Columbia Dbl. Acting .... 40&10&5%
Gem 25%
Ideal Detachable .... per gro. $11.10
Matchless 30%
New Idea ..... per gro. $8.40
Oxford 20%
Wrought Iron.
New Lists .....
Light Strap Hinges ..... 70&5%
Heavy Strap Hinges ..... 75&10%
Light T Hinges ..... 65&5%
Heavy T Hinges ..... 70-10&5%
Extra Heavy T Hinges .... 70-10&5%
Cor. Heavy Strap 80 20-10-10-10-10&5%
Cor. Ex. Heavy T 80-20-10-10-10&5%
Screw Hook and Strap.
6 to 12 in ..... per 100 lbs. $3 65
14 to 20 in ..... " " 3 40
22 to 36 in ..... " " 3 15
Screw Hook and Eye.
¾ in ..... per 100 lbs. $6 55
⅝ in ..... " " 7 60
½ in ..... " " 9 45

HOES.

Garden ..... 70&15%
Grub.
Ajax ..... 60 & 10%
Extra 70%
Hazel ..... per doz. $5 00
Ladies' and Boys' ..... 70&15%
Mortar ..... 75&10%
Planter's Eye 62½%
Weed ..... 75&5%

HOOKS.

And Eyes.
Brass ..... 50&10&5%
Iron ..... 65&10%
Awning ..... per gro. $1 80
Belt.
Brown's ..... 70&5%
Jones' ..... 65&5%
Bench.
See Stops, bench.

Box.
Inch..... 6 8 10 12
Per doz.....$1.35 1.65 1.75 2.30
Humason & Beckley's, per doz. 2 50
(See Goods, Bright Wire.)
Bush.
Common Axe Handle
..... per doz. $7 00@28 65
Hamilton Pattern.....per doz. 7 35
Chain.
Inch... ¼&5/16 ⅜ 7/16 ½
Per 100 $7.60-8.10 9.75 11.50 12 60
Clothes Line.
Japanned.....per doz. 22c@24c
Galvanized..... " 40c
Coat and Hat.
Cast Iron .....per gro. 72c@$1 50
Gem Wire.....75&10¢
Conductor.
Malleable.....50&10¢@50&10&5¢
Wrought .....40&10¢@50¢
Corn.
Common, unpolished, per doz. $1 40
" polished.... " 1 80
"Cut Easy"..... " 2 75
Clyde's..... " 2 20
Gate.
See Goods, Bright Wire.
Grass.
Common. Nos..... 2 3 1
Per doz.....$1.75 1.80 1.90
German.....per doz. 1 90
Little Giant..... " 2 90
Wood's..... " 1 30
Hammock.
With Plate.....per doz. 33c
With Screw..... " 33c
Lambrequin or Drapery, per gro. 21c
Picture .....50¢@50&10¢
Potato and Manure.....65&15¢
Screw.
Brass.....80&20¢
(See Goods, Bright Wire.)
Seat Spring.....per ℔. 5½c

HOOPS, TUB.

Ever Ready .....per case $1 70

HOSE, GARDEN.

3 ply ⅝ in. 35 ℔. pressure per ft....4½c
3 " ¾ " 50 " " " 6½c
3 " ⅞ " 70 " " " 6½c
3 " ⅞ " 70 " " " ....8 c
4 " ⅞ " 80 " " " ....8 c
4 " ⅞ " 80 " " " ... 9½c
6 " ⅞ " 125 " " " ...10½c
8 " ⅞ " 150 " " " 12c
Cotton ⅝ in. 75 ℔. pressure per ft. 6c
" ¾ " 150 " " " 8c

HUSKER.

Boss.
Nos..... E A B
Per doz.....$1.85 2.05 2.05
Nos..... P PX
Per gro $5.40 4.50
Nos.....2000 3000
Per gro.....$3.00 6.75
Nos.....4000 O OX
Per doz.....$1.15 1.85 1.35
Brinkerhoff's.
Per gro.....$14 50
Ideal.
Nos..... 102 101 100
Per doz.....$1.35 2.50 2.75
Johnson's.
Per gro.....$7 75

IRON.

See Metals—First column.

IRONS.

Curling.
Common.....per doz. 33c@48c
Princess .....per doz. $0 65
Yale..... " 84
Oxford ..... " 1 15
Ruby ..... " 1 50
Tourist, Folding..... " 90
Pinking ..... " 70
Plane.
Wood Bench.....20&5¢
Stanley R. & L. Co. (new list) 25&5¢
Sad.
Charcoal .....per doz. $11 00
Common, Polished, per 100 ℔. 3 10
" Nickel plated, " 4 20
Chinese Polishing.....per doz. 7 40
Laundry. No. 1 ..... " 5 75
" No. 2 ..... " 6 25
Mrs. Pott's,
No. 50 J, Enterprise...per set 79c
No. 55 J, " ... " 76c
No. 50 T, " ... " 82c
No. 55 T, " ... " 79c
No. 50, Howells..... " 72c
No. 55, " ..... " 69c
Tailors' Sad.....per ℔. 4½c
" Geese..... " 4½c
Tuyere.
Single Duck Nest.....per doz. $5 25
Double " " .... " 6 25
Sutton .....each 2 60

JACKS.

Locomotive.....75&5¢
Wagon.
Meekers'.....per doz. $11 00
Miller's No. 2..... " 7 75
Winner ..... " 7 75
Smith & Hemenway Co .....25¢

KETTLES.

Brass.....15¢
Caldorn .....45¢
Copper.....per ℔. 27c
Maslin .....66⅔¢
Sugar .....50&5¢

KNIVES.

Beet Topping.
Clyde, 9-in. Scimiter Blade, dz. $3 85
California.....3 40
Cooper's Hoop.....15¢
Corn.
Ajax.....per doz. $2 10
Drawing.
Standard .....70¢
Adjustable.....15¢
Barton's Carpenters'.....10¢
" Folding Handle....25&5¢
Hay.
American, Sickle Edge..doz $10 50
Canton, Sickle Edge..... " 8 25
Heath's ..... " 7 75
Iwan's Sickle Edge..... " 9 50
Iwan's Impv'd Serrated.. " 10 00
Lightn'g, Holt's Genuine " 6 50
Lightning Pattern..... " 5 75
Wadsworth's Sp'r Point " 8 75
Hedge.
Ajax, Heavy.....per doz. $6 25
" Extra Heavy.... " 8 40
Mincing.
Common, Single ..... " 40
" Double ..... " 50
Streeter, 4 Blade..... " 1 30
" 6 Blade..... " 2 0
Putty.
Common..... " 84
Goodell's.....per doz. $1 30@1 80
Russell's..... " 1 75@2 25

KNOBS.

Door.
Mineral .....per doz. $0 78
Porcelain ..... " 83
Jet..... " 83

LADDERS.

Common Long.
Per ft .....9c@14c
Extension.
Per ft 12c
Step.
Common, per ft.....6½c
" with Shelf, add 10c.
I X L, per ft 19c

LANTERNS.

Bull's Eye Police.
3-in. Flash Light.....per doz.$6 00
2¾-in. Regular..... " 4 00
3-in. Regular..... " 5 00
Tubular.
Berger.....40&10&5¢

LEADERS, CATTLE.

Nos 1 2 3
Per doz.....$0 55 $0 70 $2 75

LEATHER, LACE.

Cut.....50&5¢
Slaes.
Ex. Quality.....per sq. ft. 20c

LEATHERS, PUMP.

Valve and Plunger .....50¢

LIFTERS.

Stove Cover.
Japanned.....per gro. $2 65
Coppered..... " 3 65
Devore's..... " 5 50
Zero..... " 4 00
Transom.
Payson's.....70&10¢

LINES.

Chalk.
Twisted in 20-ft. hanks.
Nos..... 15 14 13 12 11
Per doz..... 9c 12c 16c 21c 28c
Twisted in 50-ft. balls.
Nos..... 1 2 3 4
Per doz.....25c 30c 35c 41c
Braided in 20-ft. hanks.
Nos..... 0 1 2
Per doz 22c 25c 31c
Masons', in 100-ft. hanks..doz... 80c
Clothes.
60-ft. Jute.....per doz. $0 80
72-ft. " ..... " 1 00
60-ft. S'sal ..... " 1 30
72-ft. " ..... " 2 00
50-ft. Cotton ..... " 75
50-ft. Braided Cotton. " 80

LINING, STOVE.

In Bricks.....per crate 42c

MACHINES.

Boring.	Without Augers	With Augers
Ajax.....per doz.	$5 00	$6 25
Angular.... "	3 00	4 40
Boss ..... "	4 00	5 20
Upright.... "	2 50	4 00

Leather Riveting.
Chicago, Pomeroy....per doz. $9 00
Excelsior ..... " 2 00
Handy ..... " 2 00
Little Giant..... " 3 00
Pony, Pomeroy..... " 7 20
Washing.
Boss 1 2 5
Per doz.....$55.20 61.80 68.40
Globe, No. 1 .....per doz. 55 20
O K Rotary..... " 55 50
Round Wayne..... " 26 50
U. S. Steel..... " 60 00
Advance, f.o.b. Chic'go " 24 50

MAIL BOXES.

See Boxes.

MALLETS.

Carpenters'.
Fibre Head, Small ...per doz. $5 00
" " Medium. " 5 75
" " Large... " 6 75
Round Hickory..... " 1 75
" Lignumvitæ .. " 2 85
Square Hickory..... " 1 75
" Lignumvitæ.. " 3 40
Tinners'.
Applewood ..... " 1 70
Hickory..... " 80
Hickory Sheet Iron.. " 1 30

MATS.

Door.
National Rigid.....50, 10&5¢
Queen Flexible.....50¢
Stove.
Standard Quality...per gross $2 90
Best " (Pure) " 4 00
Wire Covered Asbestos, Ex.
Heavy .....per doz. 1 00

MATTOCKS.

Ajax.....65&10¢
Extra .....78¢

MAULS.

Iron. lbs. 10 13 16 18 21
Per doz. $2.60 3.20 3.80 4.20 4.65
Wood face, lbs. 10 11 12
Per doz $4.20 4.55 4.85
Wood Choppers'.
Lake Super'r & Oregon Pat. 80&10¢

MEASURES.

	½ pk.	1 pk.	½ bu.
Galvanized. per dz.			$4 25
Japanned... "	$1.40	2.10	2.60

METAL.

Babbitt.
Alm .....per lb. 7½c
Best..... " 13 c
Common, No. 4..... " 6½c
Copper Mixed ..... " 19 c
Tony ..... " 9½c
See Metals—In first column.

MICA.

First Quality.....25¢
Second Quality.....35¢

MILLS, COFFEE.

Enterprise .....25¢
Parker.....50¢
Arcade .....50¢

MITRE BOXES.

See boxes.

MOPS.

Erie.....per doz. $3 15
Handled Cotton.
Pounds..... ¾ 1 1¼ 2
Per dozen...$2.00 2.35 2.65 3.25

MOWERS, LAWN.

Ball-Bearing.
Inches..... 15 17 19 21
Each $7.50 8.50 9.50 10.50
Cheap Grades.
Inches..... 12 14 16 18
Each $2.30 2.35 2.35 2.50
Clipper .....50, 10&10¢
Girard.
Inches..... 14 16
Each.....$3.25 3.50
Philadelphia.
All Styles Except A & E 60, 10&10¢
Style A.....50&10¢
Style E, High Wheel..60,10,10&10¢
Drevels.....50¢
All Day.....Net Price

NAILS.

Cut Steel.....rates, $2 00
Horse Shoe.
Ausable .....55&5¢
Capewell .....15¢
Perfect .....55&5¢
Putnam .....20-5¢
Star .....50¢
Picture.
Brass Heads .....60&10¢
Judd's.....60&10¢
Brads.....90, 10&10¢
Furniture .....75&10¢
Wire.
Small Lots.....$2 00
Carload " 1 95
Cement Coated..... 1 75

NAIL PULLERS.

See Pullers.

NAIL SETS.

See Sets.

NETTING, POULTRY.

Galvanized Before Weaving..80&15¢
" After Weaving...80&15¢
Cut Pieces.....65&5¢

NIPPERS.

End Cutting.
Stubb's Pattern.....80&10¢
End and Diagonal Cutting.
Swedish Side.....75¢
Utica Drop Forge & Tool Co...60¢
Hoof.
Heller's .....55&5¢
V. & B.....55-5¢

NOZZLES.

Hose.
Gennine Boston.....per doz. $3 05
Genuine Gem..... " 3 15
Magic..... " 3 15

NUTS, HOT PRESSED.

Square Blank.
In. ¼ ⅜ ½ ⅝ ¾ ⅞ 1
℔. 9c 6c 4c 3½c 3½c 3½c 3c
Square Tapped.
In. ¼ ⅜ ½ ⅝ ¾
℔. 12c 7½c 5c 4½c 4c
For 5 lb. boxes add ½c per ℔. to bove prices.

OILERS.

Chase Pattern
Brass and Copper.....50¢
Zinc .....75¢
Engineers'
Cannon.....55¢
Tin.....per doz. $2.00@$2.25
Machine.
Ajax.....per doz. $0 60
Copper Plated Steel.. " 1 30
Malleable Iron.....60, 10&5¢
Tin.....per doz. 35c@45c

OPENERS.

Box.
Inches..... 10 12 14
Flat .per doz $2.85 3.60 4.15
Round " 2.10 2.25 2.75
Can.
Delmonico.....per doz. $1 20
Never Slip..... " 0 65
Crate.
V. & B..... " 5 75

OUTFITS, COBBLING.

Combination .....per doz. $11 50
Economical..... " 4 90
Family..... " 19 50

PADLOCKS.

Standard Wrought .....70, 10&5¢
Champion .....50¢
Eureka.....40, 10&5¢
Yale .....60&5¢

PAILS.

Cream.
14-qt., without Ga....per doz. $2 65
20-qt., " " .... " 3 25
20-qt., with Gauge.... " 4 00
Sap.
10-qt., Galvanized.....per doz. 1 60
12-qt., " ..... " 1 85
Stock
Galvd. qts. 14 16 18 20
Per doz.....$3.50 3.75 4.50 5.00
Water.
Galvanized, qts 10 12 14
Per doz $1.75 1.95 2.25
Wood.
Cable, 2-Hoop.....per doz. $1 90
" 3-Hoop..... " 2 10
Cedar, 3-Hoop..... " 2 85
Standard, 2-Hoop..... " 1 50
" 3-Hoop..... " 1 70

PANS.

Dripping.....80&10&5¢
Fry.
Common.....80&10&5¢
Acme .....90&5¢
Roasting.
Brownie.....each 18c@26c
L. & H..... " 40c@51c

PAPER.

Building.
Plain .....per 100 lbs. $1 00
Tarred..... " 1 05
Tarred Felt..... " 1 20
Diamond A, Red Rosin, pr roll 40
Leader, Red Rosin..... " 35
Sand and Emery.
Ajax.....70&10¢
B. & A.....70&5¢
Wrapping.
Grecian Express.....per ℔. 2½c
Rag..... " 2½c

PARERS.

Apple.
Bay State.....per doz. $13 00
Turntable ..... " 5 70
White Mountain .... " 4 50

Potato.
Goodsell's Saratoga 10½ in. doz. 6 50
" " 5 in.. " 5 50

PICKS.

Adze Eye Ore .....65&5¢
Drifting and Poll Picks.....70¢
Ajax Railroad.....60&10¢
Extra Railroad .....70&5¢
Surface.....65&5¢

PINCHERS.

Carpenters', wrought iron, pol. steel jaws .....30¢
Blacksmith's .....45¢

PINS.

Clothes.
Common.....per gro. $0 14
Hoyt's..... " 31
U. S..... " 70

Picket.
Fluted 15 in.....per doz. $0 70
" 21 in..... " 1 60
Spiral ..... " 1 90

PIPE.

Conductor.

Territory.	Nested.	Not Nested
Eastern.....	70&15¢	70&10¢
Central.....	70&7½¢	70&2½¢
Southern.....	70&2½¢	60&20¢
Southwestern..	60&20¢	60&10¢

Lead.
Full coils.....per ℔. 6½c
Cut " ..... " 6½c

Stove.

Acme—In.	5	6	7
Smooth, per jt..	8½c	9½c	10½c
Planished " ..	32 c	33 c	43c
Peerless—Smooth.	7½c	8 c	9½c
Polished	14½c	15½c	18c
Plan'hed	28 c	31 c	35½c

Made-up—In.	5	6	7
Smooth	7½c	8c	9½c

7 to 6 in. Smooth Tapers, pr jt..13c
6 in. Smooth T's..... " ..27c
7 to 6 in. Planished Tapers.....45c

Wrought Iron Gas Pipe
⅛@¼-in., black.....discount, 60¢
⅜@½-in. ..... " 60,10&5¢
¾-in. to 6-in.. black... " 70¢
7 " 12 " .. " 62½¢
⅛@¼ " galvanized " 42¢
⅜@½ " " " 50¢
¾ " 6 " " 57½¢
7 " 12 " " 45¢

PLANES.

Siegley Iron Bench.....50&10¢

PLANTERS.

Corn.
Monitor.....per doz..$7 75
Triumph..... " .. 6 00

Potato.
Acme.....per doz..$6 25
Challenge..... " ..11 00

PLATES, TIN.

See Metals in Column 1.

PLIERS.

Button's—In.	4½	6	8	10
Per doz.....	$2.40	$2.80	$3.70	$4.60

Button's Pattern.

In.	4½	6	8	10
Per doz.....	$2.00	$2.30	$3.20	$4.10

Cutting.
Bernard's.....40¢
Lodi.....60&10&5¢
4 Tube, revolving..... " 4.25

End and Diagonal Cutting.
Swedish Side .....70¢
Utica Drop Forge & Tool Co....50¢

Fencing.
Farmers' Choice....per doz ..$7 80
Russell's..... " .. 8 00

Flat and Round Nose.
Bernard's.....40¢
German .....65¢
Lodi.....55¢
Paragon.....50&10¢

Gas—In.	8	10	12
Per doz.....	$3.00	$4.00	$4.00

Tinner's.
Hollow.....
Solid.....each..5½c

PLUMBS AND LEVELS.

Common.....75¢@75&10¢
Cook's.....40¢
Davis' Iron.....25¢
Davis' Inclinometer.....15¢

Stanley's.

Nos.	00S	0S	2S	3S
Per doz..	$4.65	$5.20	$7.60	$8.65
Nos.	30	25	50	35
Per doz.	$13.25	$17.75	$17.75	$12.35

POINTS.

Drive Well Points.....75&10¢

POKERS—STOVE.

Wr't Steel, str't or bent, pr doz.$0.55
Wr't Steel, wood hand'ls " " .80
Nickel pl'td, coil hdl's.. " " .65

POKES—ANIMAL.

Brown's, wr't steel, per doz.$5.00@6.00

POLISH.

Metal.
Pride of the Bar.....$1.60
Putz Cream.

Pts.	1-6	½	¾
Per doz.....	$0.80	$1.10	$1.65

Pts.	1	2	4	8
Per doz	$2 75	$4.50	$7.50	$12.50

White Silk half pints, per doz.$2.00
White Silk, 6 oz. cans, per doz. 1.00
Wondershine

Pts.	1-6	½	1	2
Per doz.....	$0.70	$1.35	$2.25	$3.00

George William Hoffman.
U. S. Metal Polish Paste, 3 oz. boxes, per doz., 50c; pr. gro..$4.50
½-lb. boxes, per doz..... 1.25
1-lb. boxes, per doz 2.25
U. S. Liquid, 8 oz. cans, per doz., $1 25; per gro.....12.00
Barkeepers' Friend Metal Polish, per doz., $1.75; per gro..18.00

Shoe.
M. D. C.....per doz. 36c@50c
F. C. O..... " 40c
T. M..... " 55c@$1.75
Imperial.....per gr.....$5.00

Stove.
Black Eagle, 1 ℔ cans. pr gr..$15.00
Black Silk—
5 ℔. pail.....$0 70
Paste, 5 oz. cans....per doz. 75
Paste, ½ lb. cans.... " 1 00
Black and Japanned—
Liquid, ½ pint cans..per doz $1 00
Liquid, 6 oz. cans... " 75
Steel Range Gloss.. " 1 75
Blackene, 1 ℔ cans....pr gro. 13 00
Black Jack, ¾ ℔ cans.. " 9 25
Dixon's Carb. of Iron.. " 5 75
Nickel Plate..... " 4 50

POPPERS, CORN.

Round or Square, 1 qt. per dz, 75@85c
Square, 1½ qt..... " $1 0
Square, 2 qt..... " 1 0
2 qt. Reversible..... " 1 2

POTS, FIRE.

Bernz.....each $3 8
Clayton & Lambert's, ea..$4 75@6 2
Gate City.....each 6 2
Gem..... " 6 7

POWDER.

See Ammunition.

PRESSES, FRUIT AND JELLY.

Enterprise Manufacturing Co....35¢
Genis .....per doz. $1 8

PRIMERS.

See Ammunition.

PRUNERS.

Disston's Pole.....per doz. $6 5
Henry's Improved..... " 75&10¢
Water's Improved..... " 80,10&5¢

PULLERS.

Cork.
Daisy.....each $3 1
Phoenix..... " 1 4
Quick and Easy..... " 2 7

Nail.
Giant.....45¢
Giant Pattern per doz.....$5 0

Tack—Giant..... " 3

Staple .....65¢

PULLEYS.

Awning—Jap'd.....40&5¢ to 35&5¢
Clothes Line.....30&10¢
Hay Fork.
Iron Wheel, 5 in.....per doz. $1 6
Wood Wheel, 6 in.... " 1 5
Wood Wheel, 6 in., pass knot..... .... " 2 0
Hot House—Jap'd .....45&5¢
Screw..... " .....45&5¢
Side ..... " .....45&5¢
Sash.
Clark's..... " 3
Common Sense, 2 in..per doz $0 2
" Pattern, 2 in.. " 18
Empire..... " 20
Ideal..... " 18

PUMPS.

Pitcher Spout.

Nos.	1	2	3	4
Each	$.90	1.00	1.10	1.40

Spray.
Blizzard.....per doz. $14 50
Cyclone, tin..... " 3 40
" copper ..... " 6 75
Daisy..... " 9 00
Little Giant.....each 2 25

PUNCHES.

Conductors'.
No. 22.....per doz. $2 40
Machine.....per ℔. 19
Saddlers'.
Common.....per doz. 60c@70c
Good..... " 72c@84c

PUTTY.

In Bladders.
Strictly pure.....per 100 ℔s. 2 35
Commercial..... "

RAIL.

Barn Door.
Light Wrought.....per ft. 2½c
Safety..... " 4½c
Single Flange ..... " 1½c
Smith's Wro't Bracket, plain 3½c
Smith's Special 4½c
Smith's "Never Jump".....11c 50¢
Smith's Plain Steel .....30¢
Smith's Milled Steel 4½c
Sliding Door.
Painted iron.....per ft. 4½c
Bronzed wrought iron... " 8½c

RAKES.

Coal or Wood.....per doz. $5.20
Garden.
Steel, braced.....90&10¢
Steel, bow.....80c
Malleable Iron, heavy.....90&10&5
Hay.
Wood.....$1.00@$1 60
Lawn—Wood.
Common.....per doz. 2 05
Automatic ..... " 5 45
Gibbs'..... " 3 20
Jumbo, 36 teeth..... " 6 00

RASPS—See Files.

RAZORS.

Bo-ras-ic .....50¢
Red Devil.....50¢

REGISTERS.

List December 5, 1904.

Black and White Japanned. .70&10¢
Nickel Plated.....70&10¢
Electroplated, Brass, Bronze or Copper.....70&10¢

RINGS

Bull.

Copper.....	2-in.	2½ in	3 in.
Per doz.....		$1.00	$1.20
Rea's Impro'd Self Piercing copper, pr d'z.		1.50	
Steel per doz..		.95	1.05
Nickel Plated		1.35	...

and Ringers—Hog.
Blair's Rings.....per doz. $0 4
Blair's Ringers..... " 6
Brown's Rings..... " 5
Brown's Ringers..... " 8
Champion Ringers... " 1 6
Hill's Ringers..... " 4
Hill's Ring, boxes..... " 4
Major Rings ..... " 6
Perfect Ringers..... " 8
Wolverine Rings..... " 1 3
Wolverine Ringers... " 60
Fruit Jar.
White.....per ℔ 30c
Key.
Split, round.....per doz. 17c
Split, square..... " 32c
Ball, Round..... " 32c

RIVETS.

and Burrs.
Copper Belt .....50&5¢
Coppered Iron .....75¢
Tinners' .....66⅔@10¢
Hame .....per ℔. $0 00
Slotted Clinch.....per doz. 40c@45c
Tubular.
Nos. 1 and 2 assorted sizes, doz. 45c

RIVET SETS.

See Sets.

ROPE.

Cotton.
¼, 5-16-in. Com. on reels..per ℔. 11½c
¼, 5-16-in. Com. in coils .. " 12c
¼, 5-16 Imperial in coils . " 21c
Sewall & Day Sisal Rope.
Rates..... 9½c
Sisal.
Eagle, rates.....per ℔. 7½c
Pure Manila.
Rates..... " 11½c

RULES.

Boxwood.....70¢
Ivory .....45&5¢

SASH WEIGHTS.

See Weights.

SAWS.

Back.
Disston's .....25&7½¢
Jackson's.....25&7½¢
Butchers'.
Disston's.....35&7½¢
Circular.
Disston's.....50¢
Hiles'.....50&10¢
Compass.
Common.....per doz. $1.35@$1.60
Disston's.....25&7½¢
Cross-Cut.
Atkins'.....35¢
Disston's..... 40&10¢&50¢
Pocahontas Bit.....per ft. 30c
Pocahontas, Blued..... " 41c
Dehorning.
Atkins'.....per doz. $5 50
Disston's..... " 5 75
Hack.
Disston's.....25½¢
Keystone.....30¢
Hand and Rip.
Brown's .....30&7½¢
Disston's No. 7.....30&7½¢
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120.....25&7½¢
Gorham's Comb. .....30&7½¢
Keystone.....30&7½¢
Sam Sickles', hand....per doz.$4 25
"I Will," hand..... " 5 75
"I Will," rip..... " 6 75
Keyhole—Disston's.....25&7½¢
Kitchen.
Sterling.....25¢
One Man .....50¢
Panel.
Brown's.....30&7½¢
Disston's No. 7.....30&7½¢
Disston's No. D100.....25&2½¢
"I Will".....40¢
Pruning.
Avery's Duplex.....25&7½¢
Brown's.....25&7½¢
Disston's.....25&7½¢
Wood.
Common.....per doz. $4 50
Handy..... " 7 60
Happy Medium..... " 7 00
Wood Sawyers' Delight " 8 25

SAW BUCKS—See Bucks.

SAW SETS—See Sets.

SAW TOOLS—See Tools.

SAW FRAMES.

Common, plain.....per doz. $1 20
" painted.... " 1 60

SCALES.

Counter.
Pelouze..... .....40&10¢
Platform.
Osgood.....50¢

SCOOPS.

Grain.
½ Bu. "Hercules,"..per doz. $13 75
1 " " " 15 50

SCRAPERS.

Box.
Stanley's Adjustable, per doz.$3 75
Triangular..... " 2 50
Cabinet.
Ajax.....per doz. $2 15
Cast Steel..... " 65c@75c
Stanley's No. 80..... " $11 50
Road.

Cubic ft.	7	5	3
Without runners, ea.	$4.15	3.90	3.65
With runners.... "	4.40	4.15	3.90

SCREWS.

Bench.
Iron ....60&5¢
Wood, white maple..per doz. $3 40
Hand—Wood.....30¢
Hand Rail.....80&10¢
Jack .....85&10&10¢
Lag or Coach—all sizes, gimlet pointed.....75&10¢
Saw—Centennial.

Nos.	1	2	3	4	5	6
Per doz.	18c	20c	26c	30c	23c	25c

Wood.
F. H. Bright Steel.....87, 10&10¢
R. H. Blued Steel.....90&5¢
F. H. Jap'd Steel.....83⅓&5¢
F. H. Brass.....88&5¢
R. H. Brass.....90&5¢
R. H. Nickel Plated.....80¢

SCYTHES.

Clipper, grain.....per doz. $8 15
Clipper, grass ..... " 6 30

SHAVING SETS.

Smith & Hemenway.....60%

SETS.

Nail.
Round, common.....per doz. $0 33
Square, " ..... " 42
Octagon " ..... " 33
Square, Buck Bros.. " 1 30
Cup Point, knurled, pr. doz. 70c@$1.20
Rivet.
Farmers'.....per doz. $1 45
Tinners'.....50&10%
Saw.
Aiken's Pattern.....per doz. $3 50
Common Lever..... " 1 30
Disston's Monarch.. " 6 50
" X Cut..... " 12 00
German ..... " 1 05
Morrill's Old Style... " 5 00
" Pattern.... " 4 25
Leach's..... " 4 80
Nashe's Hand..... " 3 15
" X Cut..... " 4 20
Stillman's Lever..... " 1 30
" X Cut..... " 2 50

SHARPENERS, SKATE.

Diamond.....per doz. $1 60
Smith & Hemenway.....20%

SHAVES, SPOKE.

Iron.....per doz. $1.35@$2.75
Wood..... " 2.75@ 4.75
Bailey's.....50&5%
Goodell's.....15%
Stanley's Universal.....30&5%

SHEARS.

Pruning.
Buckeye, No. 1.....per doz. $5 75
" No. 2..... " 7 40
California Pat.. 9 in.. " 3 20
" " 10 in.. " 4 00
Draw Cut, No. 3..... " 13 75
" " No. 4..... " 16 50
Henry's Pat. 0 01 14 012
Per doz.....$1.40 $2.10 $2.90 $2.80
Star.....per doz. $4.00
Sheep—No. BBA.
Inches..... 6 6½ 7
Reg. Grip..... $11.25 $11.50 $12.00
Nar. Grip, doz. 11.00 11.25 12.25
Tinners'—See Snips.

SHEAVES, SLIDING DOOR.

Common.
Inches..... 3 4 5
Per set..... $0.34 $0.42 $0.70
Hatfield's.
Per set..... .75 1.00 1.60

SHELLS—See Ammunition.

SHELLERS, CORN.

Union..... per doz. $6.75

SHIELDS.

Expansion Bolt Shields.....50&10%

SHOES.

Conductor.
5-inch.....each 28c; per doz. $ 3.30
6 " ..... " 33c; " 3.90
60% discount to dealers on 2-inch, 3-inch and 4-inch plain, round and round corrugated shoes.

SHOE POLISH—See Polish.

SHOT—See Ammunition.

SHOVELS AND SPADES.

Coal.
No. 2 Ajax.....per doz. $5 25
No. 4 Golds..... " 6 25
Ames' new list.....Discount 12½%
Per Doz.
Neverbreak, hollow bck, blk. $15 75
National..... " " " 14 75
Buckeye..... " " " 10 00
Mohawk..... " " " 9 00
Drain.
Iwan's Perfection.....50%
Railroad, Etc.
Gold Hibbard's.....per doz. $9 25
C. H. Conover's..... " 7 75
Beckwith's..... " 7 75
Hickory..... " 6 25
Greenleaf's..... " 5 75
Columbus..... " 5 00
Ames' new list.....Discount 12½%
Snow.
Per doz.....$1.65@$9.00
Alaska Steel.
D Handle.....per doz. $6 00
Long Handle..... " 5 00

SINKS.

Cast Iron.
Painted..... 50%
Enameled, White.....60-10&5%
Wrought Steel.
Painted, new list.....40-10&5%

SLEDGES—See Hammers.

SNAPS, HARNESS.

Champion.....65%
German Pattern.....30&5%
Judd's Pattern.....60&10%@70%

SNATHS.

Double Ring, Bush.....per doz. $6 75
Patent Loop " .... " 7 30
" " Grass..... " 5 75

SNIPS, TINNERS'.

Hernisch's.....40&5%
National.....40&10%

SOLDER—See Metals.

SPRINGS, DOOR.

Perfect.
Nos..... 1 2 3 4
Per doz.... 28c 33c 35c 40c
Reliance.
Per doz.....light $1.45; heavy $2.20
Star.
Per doz..... light 90c; heavy $1.35
Torrey's.....per doz. $1.25
Warner's No..... 11 13
Per doz..... 75c $1.35

SQUARES.

Steel and Iron.....85&5%
(Add for Bluing, $2.50 per doz., net)
Mitre.
Stanley's No. 12.....60%
Try.
Stanley's No. 20, new list...45&10%
" No. 12 and 14.....55%
Try and Bevel.
Stanley's.....55&5%
Try and Miter.
Fox's.....per doz. $5.75
Winterbottom's.....70%

SQUEEZERS, LEMON.

Common Wood.....per doz. $0 70
Porcelain Lined, Wood. " 1 25
Boss, malleable iron.... " 75
Pearl, nickel plated..... " 1 30
Star, " " ..... " 1 60
Little Giant, tin'd iron. " 4 00
Drum, japanned..... " 3 60
Drum, nickel plated .... " 4 50

STAPLES.

Blind.
Barbed.....per ℔ 9¼@9½c
Butter Tub..... " 8@8½
Fence—less than carload.
Polished.....per 100 ℔ $2 20
Galvanized..... " 2 50
Netting.
Galvanized.....per 100 ℔ 3 70
Wrought.
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples.....85-10&5%
Extra heavy.....85&5%

STEELYARD.

Discount 25%

STONES.

Axe.
Hindostan.....per ℔ 5½@7c
More Grit..... " 9½c
Washita ..... " 17 c
Emery.....60%@60&5%
Oil—Mounted.
Arkansas Hard.....per doz. $23 00
Arkansas Soft..... " 15 50
Hindostan .....per ℔ 6½@6½
Oil—Unmounted.
Arkansas Hard.....per ℔ $2 05
Arkansas Soft..... " 1 10
Lily White..... " 45
Queer Creek..... " 15
Ouachita..... " 38
Washita ..... " 26
Sythe.
Black Diamond.....per gro. $7 75
Clear Grit..... " 4 25
Gem Corundum..... " 7 50
Green Mountain..... " 4 20
La Moille ..... " 7 00
White Mountain..... " 6 50
Willoughby Lake..... " 6 25
Red End..... " 3 15

STOPS, BENCH.

Hotchkiss'.....per doz. $3 50

STOPPERS, FLUE.

Common.....per doz. $0 32
Crown ..... " 45
Gem, flat, painted..... " 72
Gem, cor'd, decorated.. " 65
Kirch's..... " 90
Peerless..... " 63
Skinner's Common Sense " 80

STOVE PIPE—See Pipe.

STOVE BOARDS—See Boards.

STOVE POLISH—See Polish.

STRAPS.

Scoop.....per doz. prs. $1 85
Skate..... " " 60@70c

STRETCHERS.

Carpet.
Bullard's.....per doz. $3 90
Excelsior..... " 5 25
Malleable Iron..... " 70
Perfection..... " 6 30
King..... " 4 50
Wire.
N. S. Elwood's..... " 6 00
O. S. Elwood's..... " 6 00
Little Giant..... " 5 75
Star Lever..... " 6 25
Star Tackle Block.... " 9 25
Warner's..... " 6 25

SWIVELS.

Malleable Iron.....per ℔ 6½c
Wrought Steel.....per gro. $4 50

TACKS.

American Cut.....90&5%
American Wire.....85&25&10%
Bill Posters Cut.....90&40%
Blued Carpet.....90&15%
Tinned Carpet.....90&10%
Gimp.....90&35%
Upholsters' Cut.....90&40&5%
Upholsters' Wire.....90&35%
Double Pointed.....90&20%
Copper.....per ℔ 32c
Canvas Nails.....75&5%
Clout Nails .....75&5%
Hungarian Nails.....80&5%

TAPES, MEASURING.

Asses' Skin.....35%
Bend Leather.....15%
Patent Leather.....15%
Lufkin's Steel.....25%
Lufkin's Metallic.....25%

TEE BEVELS—See Bevels.

THERMOMETERS.

Tin Case.....per doz. 80c@$1 25
Wood Back..... " $3.00@12 00
Glass..... " 12 00

TIES.

Bale.
Single Loop.....80&10%
All other kinds.....70%
Cow—See "Chains."

TOOLS, SAW.

Atkins' Dexter.....per doz. $4 50
Atkins' Excelsior..... " 6 50
Disston's Universal.....40%
Minature.
Smith & Hemenway.....25%

TRAPS.

Fly.
Balloon.....per doz. $0 90
Harper's..... " 1 00
Game.
Newhouse..... 45&5%
New Victor.....70&10%
Mole.
Reddick's.....per doz. $5 20
Mouse and Rat.
Wood Choker.....per hole $0 10
Tin Choker..... " 08
Delusion.....per doz. 75
Imitation Sight, Rat. " 60
Marty Rat..... " 6 40
Marty Rat Imitation.. " 3 30
Marty Mouse..... " 3 00
Marty Mouse Imitation " 1 80
French Automatic.....each 3 30

TROWELS.

Brick.
Standard.....40%
Brade's.....15&5%
Disston's.....40%
Rose's.....25%
Plasterers.
Standard.....60%
Disston's.....40%
W. & McP.....35%

TRUCKS.

Bags .....each $1 70
Handy..... " 1 50
Warehouse.....60&5%
No..... 1 2 3
Half Ironed.... $2.65 $3.40 $5.00
Full Ironed.... 3.90 5.75 6.75

TUBS, WASH.

Standard.
Nos..... 3 2 1 Ex. large
Per doz.... $4.40 $5.20 $6.10 $ 8.20
Dowell.
Per doz.... 5.30 6.30 7.10 9.30
Cedar.
Per doz.... 6.10 7.10 7.90 10 80
Indurated.
Per doz.... 6.90 7.65 9.30 11.20
Galvanized.
No..... 1 2 3
Per doz.....$5.25 $5.75 $6.50

TWINE.

Per ℔
3-ply Cotton Wrapping.....18c
4 " " " 18c
4 " " Extra Wrappings.... 22c
4 " " " Hvy. Wrappings. 20c
4 " " Wrapping on tubes... 22c
3 " " " " cones.. 20c
4 " " " " " ...20c
India Hemp, ½-lb. balls.....17c
" " ¼-lb. " 16c
" " ½-lb. " .....doz. 63c
2-ply " ½-lb. " 11c
3-ply " ½-lb. " 10c
Jute Wrappings, ½-lb. balls.....11c
Jute Wool, 1-℔. balls.....5c
Seine.
Nos..... 6 9 12 15+
Soft, per ℔ 23 20½ 20 19
Med. " 20½ 20 19
Hard " 21 21 20
Staging, ½-lb. ball, size 21.....20½c
" " " " 24.....20c
" " " " 27.....20c
Bagging " " 21c
3-ply "B" in hanks.....18c
4 " "B" " 18c
3 " "A" " 27c
3 " Silver Finish, in hanks....37c
Fodder or Lath.
130-strand 6½c
200 strand.....7½c

VISES.

Bonney's.....35%
Cheney's 30%
Parker's Oval Slide.....
.....50, 10, 2½% @ 50 10, 5, 2½%
Parker's Parallel.....18&20%
Parker's Victor.....15%
Parker's Combination.....75%
Solid Box.....80&5%
Adam's Mechanics'.....each 2 65
Williamson Universal.....60%

WARE.

Cast-Iron Hollow.
Ground.....60&10%
Unground .....70&5%
Extra Finished.....60&10
White Enameled.....60, 10&5%
Enameled.
Cherry Blossom and Chrysolite..50%

WASH BOARDS—See Boards.

WASHERS.

Standard O. G. cast iron...per ℔. 2½c
Wrought iron in bulk per ℔.:
In. ½ ⅝ ¾ ⅞ 1 1⅛ 1¼ 1½
7½c 5½c 4c 3½c 3½c 3½c 3½c
Wrought steel in 5 ℔. boxes, per ℔.
In. ½ ⅝ ¾ ⅞ 1 1⅛ 1¼ 1½
8½c 6½c 5c 4½c 4½c 4½c 4½c

WASHING MACHINES—See Machines.

WEDGES.

Ax.....per doz.....30c
Galling .....per ℔ 10½c
Saw ..... " 8½c

WEANERS.

Calf.
Fuller's, per doz.....$2 00 to $2 50
Tyler's Safety, per doz 1 85 to 2 40
Carroll's, per doz ..... 2 50 to 3 25
Standard, per doz..... 2 75
Hoosier, per doz..... 3 10 and 4 15

WEIGHTS.

Hitching .....per ℔ 2½c
Sash—F.O.B. Chicago...pr ton $21 00

WHEEL BARROWS.

Common Railroad....per doz..$15 50
Heavy " .... " .. 19 50
Railroad, ball bearing " .. 19 00
Favorite Steel Tray.. " .. 25 00
No. 04 Steel Dirt.... " .. 47 00
No. 04½ " " .... " .. 50 00

WHEELS.

Corundum .....70&10&5%
Emery .....75&5%
Well In. 8 10 12 14
Per doz.....$1.90 $2.20 $3.00 $5.50

WIRE.

Barbed Painted. Galv'd.
Carloads..per 100 lbs..$2.10 $2.40
Less than car " .. 2.10 2.40
Brass.
In coils.....20%
In 1 ℔ spools, new list.....50&10%
Broom—Tinned.....60&10&10&10%
Cable—Same price as Barbed Wire.
Copper.
In coils.....20&10%33½%
In 1 ℔ spools, new list ... 50&10%
Fence—Smooth.
Nos. 6 to 9, An'eal'd, pr 100 lbs. $1.95
Nos. 6 to 9, Galvl'd... " 2.35
Hair—New list.....50&10%
Market.
Bright, full bdles.....70&10%
Bright, broken bdles.....70%
Coppered, full bdles..... 70%
Coppered, broken bdles.....65&10%
Tinned, full bdles.....70&5%
Tinned, broken bdles.....65&10%
Picture—In coils.....80%@80&10%
In 5 ℔. spools .....per ℔..26c
Plain—Small lots..... $2.00
Car lots 1.95
Small spools 5c per hundred higher.

WRENCHES.

Acme Standard.....75%
Alligator .....85&10%
Always Ready.....60%
Bemis & Call No. 2 Improved Pipe Wrenches..... .80%
Coe's Standard.....50&10%
Girard's Agricultural.....85&50%
Wescott's "S".....43½%
Malleable "S".....per ℔. 05½c
Malleable..... " 05½c
Stillson Pipe.....70&5%
Trimo " 80%

WRINGERS.

Clothes.
No. 22, Guarantee....per doz.$29 50
No. 110, Guarantee.... " 29 50
No. 110, Brighton..... " 18 00
No. 22, Pioneer..... " 18 00
No. 2, Superb..... " 17 50
No. 730, Easy..... " 24 00
No. 500, Royal ..... " 26 00
No. 350, Universal.... " 23 50
No. 300, Novelty..... " 23 50
No. 310, Keystone .. " 22 50
No. 100, Rival ..... " 19 00

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Columbus Bolt Wks., Columbus, O
Star Expansion Bolt Co., New York, N.Y

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Merchant & Evans Co., Philadelphia, Pa
Plume & Atwood Mfg. Co., Chicago, Ill

Cans

Stuber & Kuck Peoria Ill
Sturges & Burn Mfg. Co., Chicago

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Grand Rapids Hand Screw Co., Grand Rapids, Mich

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Edwards Mfg. Co., Cincinnati, Ohio
Friedley & Voshardt. Chicago, Ill
Illinois Roofing & Supply Co., Chicago, Ill
Kanneberg Roofing & Ceiling Co., Canton, O
Keighley Met. Ceiling Co. Pittsburg, Pa
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn
Wheeling Corrugat'g Co., Wheeling, W. Va

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Bridgeport Chain Co., Bridgeport, Ct
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Friedley & Voshardt, Chicago, Ill
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Reeves Mfg. Co., Canal Dover, O
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Merchant & Evans Co., Philadelphia, Pa
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Corn Cribs

Denning Wire & Fence Co., Cedar Rapids, Ia

Cornices

Berger Mfg. Co., Canton, O
Eller, J. H. & Co., Canton, O

Cornice Brakes

Bertsch & Co., Cambridge City, Ind
Niagara Machine & Tool Wks., Buffalo, N.Y

Cotton Ties

Pittsburgh Steel Co., Pittsburgh, Pa

Cream Separators

Sturges & Burn Mfg. Co., Chicago

Cut Offs—Rain Water

Cooney & Geiger, Indianapolis, Ind
La Crosse Steel Roof. Co., La Crosse, Wis

Cutlery

Ohio Tool Co., Columbus, O
Smith & Hemenway, Corp., Ltd. New York

Dampers

Sayre Stamping Co., Sayre, O
Taylor & Boggis Fdy. Co., Cleveland, O
Wheeling Corrugating Co., Wheeling, W. Va

Dies

Globe Mch. & Stamp Co., Cleveland, O

Dinner Pails

Star Enameling & Stamping Co., Pittsburgh, Pa

Door Hangers

Stowell Mfg. & Fdy. Co., South Milwaukee, Wis

Door Springs

Columbian Hdw. Co., Cleveland, O

Drain Cleaners

Iwan Bros., Streator, Ill

Duplicators

Daus, F. C. L., Duplicator Co., New York, N.Y

Eaves Trough

Bostwick Steel Lath Co., Niles, O
Eller, J. H. & Co., Canton, O
Garry Iron & Steel Co., Cleveland, O
La Crosse Steel Roof. Co., La Crosse, Wis
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn
Whitacre Mfg. Co., J. E., Rockford, Ill

Egg Beaters

Taplin Mfg. Co., New Britain, Ct

Elbows—Conductor Pipe

Bostwick Steel Lath Co., Niles, O
Dieckmann, F., Cincinnati, O
Wheeling Corrugating Co., Wheeling, W. Va

Elevators

Kimball Bros. Co., Council Bluffs, Ia

Enameled Ware

Star Enameling and Stamping Co., Pittsburgh, Pa

Farming Tools

American Fork & Hoe Co., Cleveland, O

Faucets

Litchfield, J. M., New York, N.Y

Fencing

Denning Wire & Fence Co., Cedar Rapids, Ia
Pittsburgh Steel Co., Pittsburgh, Pa

Files

Barnett, G. & H. Co., Philadelphia, Pa
Disston Henry & Sons, Philadelphia, Pa

Flue Stoppers

Stuber & Kuck, Peoria, Ill

Forming Rolls

Bertsch & Co., Cambridge City, Ind
Globe Mch. & Stamp. Co., Cleveland, O
Niagara Mch. & Tool Wks., Buffalo, N.Y

Foundry Supplies

Obermayer, S. Co., Cincinnati, O

Furnaces—Hot Air

Beckwith, Estate, P. D. Dowagiac, Mich
Boynton Furnace Co., New York, N. Y
Craig-Reynolds Fdy. Co., Dayton, O
Detroit Heating & Lighting Co., Detroit, Mich
Green Fdy. & Furn. Wks., Des Moines, Ia
Haynes-Langenberg Mfg. Co., St. Louis
Henry & Scheible Co., Cleveland, O
Kelsey Heating Co., Syracuse, N. Y
Kontny, John, Chicago, Ill
Lennox Furnace Co., Marshalltown, Ia
Mannen & Esterly Co., Cleveland, O
March-Brownback Stove Co., Pottstown, Pa
Monroe Fdy. & Furn. Co., Monroe, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis
Pittsburgh Stove & Range Co., Pittsburgh, Pa
Richardson & Boynton, Chicago, Il
Schwab & Sons Co., Milwaukee, Wis
Smith, Chas. Co., Chicago, Ill
Stanton Heater Co., Martins Ferry, O
Youngstown Furn. & Supply Co., Youngstown, O
Wise Furn. Co., Akron, O

Furnace Pipe and Fittings

Green Fdy. & Furn. Wks., Des Moines, Ia.
Mueller, L. J. Furn. Co., Milwaukee, Wis

Furnace Rings

Walworth Run Fdy. Co., Cleveland, O

Garden Tools

American Fork & Hoe Co., Cleveland, O

Hand Screws

Grand Rapids Hank Screw Co., Grand Rapids, Mich

Hangers—Trouser

Pullman Mfg. Co., Rochester, N.
Taplin Mfg. Co., New Britain, Conn

Hardware Jobbers
Clark, Quien & Morse, Peoria, Ill
Lee-Glass-Andreesen Hdw. Co., Omaha
Paxton & Gallagher Co., Omaha

Hay Carriers
Stowell Mfg. & Fdy. Co., Milwaukee

Heating Appliances
Nat'l Heatg Appliance Ica, N. Y

Heaters—Steam and Hot Water
Boynton Furn. Co., New York
Craig-Reynolds Fdy. Co., Dayton, O
Detroit Heating & Lighting Co., Detroit, Mich
Haynes-Langenberg Mfg. Co., St. Louis
Kellogg-Mackay-Cameron Co., Chicago
Monroe Fdy. & Furn. Co., Monroe, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis

Hinges—Spring
Columbian Hdw. Co., Cleveland, O

Hollow Ware
Avery Stamping Co., Cleveland, O
Sperry, D. R. & Co., Batavia, Ill

Hot Water Attachments
Smith Co., Chas., Chicago, Ill

Ice Cream Freezers
Dana Mfg. Co., Cincinnati, O
North Bros. Mfg. Co., Philadelphia, Pa

Kitchen Utensils
Avery Stamping Co., Cleveland, O
Taplin Mfg. Co., New Britain, Ct

Knives—Pocket
Keferstein, H. O., Barberton, O

Lanterns
Berger Mfg. Co., Canton, O
Pritchard-Strong Co., Rochester, N. Y

Levels
Baker-McMillen Co., Akron, O
Chapin-Stephens Co., Pine Meadow, Ct
Ohio Tool Co., New York, N.Y
Stanley Rule & Level Co., New Britain, Ct

Lighting Systems
Bolte & Weyer Co., Chicago, Ill
Detroit Heating & Lighting Co., Detroit, Mich

Lightning Rods
Security Lightning Rod Co., Burlington, Wis

Mail Boxes
Blick-Williams Co., Indianapolis, Ind
Royal Mail Box Co., Cleveland, Ohio
Signal Mail Box Co., Joliet, Ill
Smith Bros. Mfg. Co., Chicago, Ill

Meat Choppers
Enterprise Mfg. Co. of Pa. Philadelphia, Pa
Smith & Hemenway, Corp, Ltd. New York

Metal Lath
Bostwick Steel Lath Co., Niles, O
Wheeling Corrugating Co., Wheeling, W. Va

Metal—Perforated
Harrington & King Perforating Co., Chicago, Ill

Metal Polish
Hoffman, Geo. W., Indianapolis, Ind

Metal Shingles
Burton, W. J. Co., Detroit, Mich
Cortright Metal Roofing Co., Philadelphia
Nat'l Sheet Metal Roof. Co., Jersey City

Miters
Whitacre Mfg. Co., J. E., Rockford, Ill

Molding Sand.
Newport Sand Bank Co., Newport, Ky

Motor—Faucet Water
Divine Water Motor Co., New York

Nuts
American Lock Nut Co., Oregon, Ill
Atlas Bolt & Screw Co., Cleveland, O
Columbus Bolt Works, Columbus, O
Garland Nut & Rivet Co., Pittsburgh, Pa

Oil Cans
Cooney & Geiger, Indianapolis, Ind

Paint—Aluminum
Silver Leaf Stove Polish Co., Indianapolis, Ind

Paints
Connors, Wm. Paint Mfg. Co., Troy, N.Y
Dixon, Jos. Crucible Co., Jersey City, N. J

Pencils
Dixon, Jos. Crucible Co., Jersey City, N.J

Perforated Metal
Harrington & King Perforating Co., Chicago, Ill

Pistols
Stevens, J. Arms & Tool Co., Chicopee Falls, Mass

Planes
Chapin-Stephens Co., Pine Meadow, Ct
Ohio Tool Co., Columbus, O
Stanley Rule & Level Co., New Britain, Ct

Pumps
Beckman Bros., Des Moines, Ia
Berger Mfg. Co., Canton, O

Punches
Ajax Portable Hand Punch Machine Co., Chicago
American Lock Nut Co., Oregon, Ill
Bertsch & Co., Cambridge City, Ind
Globe Mch. & Stamp. Co., Cleveland, O
Niagara Mch. & Tool Wks., Buffalo, N.Y
Republic Metalware Co., Buffalo
Weiss, H. & Co., New York, N.Y

Radiators—Stove Pipe
Sterling Air Radiator Co., Chicago, Ill

Rasps
Disston, Henry & Sons., Philadelphia, Pa

Refrigerators
Dana Mfg. Co., Cincinnati, O

Registers
Henry & Scheible Co., Cleveland, O
Mueller, L. J., Furn. Co., Milwaukee, Wis
Schwab & Sons Co., Milwaukee, Wis
Stowell Mfg. & Fdy. Co., Milwaukee, Wis
Tuttle & Bailey, New York, N.Y
United States Register Co., Battle Creek, Mich
Walworth Run Fdy. Co., Cleveland, O

Rifles
Stevens, J. Arms & Tool Co., Chicopee Falls, Mass

Rivets
Hungerford, U. T., Brass & Copper Co., New York, N. Y

Roofing—Asphalt
Stowell Mfg. Co., Jersey City, N.J

Roofing—Iron and Steel
Berger Mfg. Co., Canton, O
Bostwick Steel Lath Co., Niles, O
Burton, W. J. Co., Detroit, Mich
Canton Steel Roofing Co., Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Friedley & Voshardt, Chicago, Ill
Garry Iron & Steel Co., Cleveland, O
Kanneberg Roofing & Ceiling Co., Canton, O
La Crosse Steel Roof. Co., La Crosse, Wis
Nat'l Sheet Metal Roof. Co., Jersey City
Republic Metalware Co., Buffalo
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn

Roofing Cement
Connors, Wm. Paint Mfg. Co., Troy, N.Y
Garry Iron & Steel Co., Cleveland, O

Roof Paint
Conners, Wm. Paint Mfg. Co. Troy, N.Y
Dixon, Jos. Crucible Co., Jersey City, N.J
Garry Iron & Steel Co., Cleveland, O
Stowell Mfg. Co., Jersey City, N.J

Rules
Chapin-Stephens Co., Pine Meadow, Ct
Lufkin Rule Co., Saginaw, Mich
Stanley Rule & Level Co., New Britain, Ct

Sad Irons
Enterprise Mfg. Co. of Pa. Philadelphia, Pa

Safety Razors
Gillette Safety Razor Co., New York, N Y

Sash Balances
Pullman Mfg. Co., Rochester, N.Y

Saw and Saw Sets
Atkins, E. C. & Co., Indianapolis, Ind
Disston, Henry & Sons, Philadelphia, Pa

Scales
Beckman Bros., Des Moines, Ia
Osgood Scale Co., Binghamton, N.Y

Screen Door Check
Columbian Hdw. Co., Cleveland, O
Pullman Mfg. Co., Rochester, N.Y

Screen Door Sets
Columbian Hdw. Co., Cleveland, O

Screens—Perforated Metal
Harrington & King Perforating Co., Chicago, Ill

Screens—Radiator
Harrington & King Perforating Co. Chicago, Ill

Screws
Atlas Bolt & Screw Co., Cleveland, O
Columbus Bolt Works, Columbus, O

Screws—Hand
Chapin-Stephens Co., Pine Meadow, Ct
Ohio Tool Co., Columbus, O

Screw Drivers
North Bros. Mfg. Co., Philadelphia, Pa

Scuttle Openers
Bickelhaupt, G., Skylight Works, New York, N. Y

Shears
Bertsch & Co., Cambridge City, Ind
Niagara Mch. & Tool Wks., Buffalo, N.Y
Weiss, H. & Co., New York, N.Y

Sheet Metal Specialties
Friedley & Voshardt, Chicago, Ill
Kinsey Mfg. Co., Dayton, O

Sheets—Black and Galvanized
Berger Mfg. Co., Canton, O
Wheeling Corrugat'g Co., Wheeling, W.Va

Sheets—Planished
Ward-Dickey Steel Co., Indiana Harbor, Ind

Shelf-Brackets
Atlas Mfg. Co., New Haven, Ct

Shelving—Hardware
Heller & Co., Mont Clair, N. J

Shovels
Avery Stamping Co., Cleveland, O

Sifters
Stuber & Kuck, Peoria, Ill

Skylights
Bickelhaupt, G., Skylight Works, New York, N. Y

Skylight Gearing
Bickelhaupt, G., Skylight Works, New York, N. Y
Weiss, H. & Co., New York, N.Y

Slate
Auld & Conger Co., Cleveland, O
Johnson, E. J. & Co., New York, N.Y
O'Halloran & Jacobs, Pittsburgh, Pa

Soldering Furnaces
Bickelhaupt, G., Skylight Works, New York, N. Y
Burgess Soldering Furnace Co., Columbus, O
Clayton & Lambert Mfg. Co., Detroit
Diener Geo. W. Mfg. Co., Chicago
Turner Brass Co., Chicago, Il

Soldering Irons
Emmelman Bros. Mfg. Co., Indianapolis

Sporting Goods
Enterprise Mfg. Co., Akron, O

Squares, Machinists'
Disston, Henry & Sons, Philadelphia, Pa
Duby & Shinn, New York City, N.Y
Stanley Rule & Level Co., New Britain, Ct

Stampings—Sheet Metal
Avery Stamping Co., Cleveland, O
Globe Machine & Stamping Co., Cleveland, O

Steel Brick and Stone Siding
Wheeling Corrugat'g Co., Wheeling, W.Va

Step Ladders
Chandelier & Art Brass Works, Richmond, Ind

Stoves and Ranges
Beckwith, P. D. Estate, Dowagiac, Mich
Born Steel Range Co., Cleveland, Ohio
Clark, Geo. M. Chicago, Ill
Foster Stove Co., Ironton, O
Gem City Stove Co., Dayton, O
Kontny, John, Chicago, Ill
Pittsburgh Stove & Range Co. Pittsburgh, Pa
Ringen Stove Co., St. Louis, Mo
Schill Bros. Co. Crestline, O
Schneider & Trenkamp, Cleveland, O
Willard, Wm. G., St. Louis, Mo

Stoves—Gas
Clark, Geo. M., Chicago, Ill
Fanner Mfg. Co., Cleveland, O
National Stove Co., Loraine, Ohio
Pittsburgh Stove & Range Co., Pittsburgh, Pa

Stoves—Gasolene
Clark, Geo. M., Chicago, Ill
Dangler Stove Co., Cleveland, Ohio
National Stove Co., Loraine, Ohio

Stoves—Oil
National Stove Co., Loraine, Ohio
Taylor & Boggis Fdy. Co., Cleveland, O

Stove Carriers
Kramer Bros. Fdy. Co., Dayton, O

Stove Casters
Kramer Bros. Fdy. Co., Dayton, O

Stove Cement
Dixon, Jos. Crucible Co., Jersey City, N.J

Stove Clay
Bridgeport Crucible Co., Bridgeport, Ct

Stove Lifters
Kramer Bros. Fdy. Co., Dayton, O

Stove Mats
Stuber & Kuck, Peoria, Ill

Stove Patterns
Cope Pattern Wks., Detroit, Mich
Quincy Pattern Co., Quincy, Ill
Vedder Pattern Works, Troy, N.Y
Weller Pattern Co., Quincy, Ill

Stove Pipe
Hemp & Co., St. Louis, Mo
Wheeling Corrugat'g Co., Wheeling, W.Va

Stove Pipe Thimbles
Stuber & Kuck, Peoria, Ill

Stove Polish
Black Silk Stove Polish Wks., Sterling, Ill
Silver Leaf Stove Polish Co., Indianapolis, Ind.

Stove Repairs
Brauer, A. G., St. Louis, Mo
Kramer Bros. Fdy. Co., Dayton, O
Manufacturers' Stove Repair Co., Chicago
Morris, Stove Repair Co., Chicago, Ill
Reeves, S. V., Philadelphia, Pa

Stove Trimmings
Fanner Mfg. Co., Cleveland, O

Strainers—Sink
Vrooman, F. H. & E. B., Chicago, Ill

Sugar Kettles
Sperry & Co., Batavia, Ill

Tanks—Oil and Gasoline
Smith Bros. Mfg. Co., Indianapolis, Ind

Tapes
Lufkin Rule Co., Saginaw, Mich

Thermostats
Howard Thermo. Co., West Oswego, N. Y

Tin—Perforated
Harrington & King Perforating Co., Chicago, Ill

Tinplate
Berger Mfg. Co., Canton, O
Canton Steel Roofing Co., Canton, O
Eller, J. H. & Co. Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Garry Iron & Steel Co., Cleveland, O
Illinois Roofing & Supply Co., Chicago, Ill
Lee-Glass-Andreesen Hdw. Co., Omaha
McClure Co., Philadelphia, Pa
Merchant & Evans Co., Philadelphia, Pa
Republic Metalware Co., Buffalo

Tinware
Stuber & Kuck, Peoria, Ill
Sturges & Burn Mfg. Co., Chicago

Trowels
Atkins & Co., Indianapolis, Ind
Disston, H. & Sons, Philadelphia, Pa

Tubs and Pails
Wheeling Corrugat'g Co., Wheeling, W.Va

Valve Regulators
Howard Thermo. Co., West Oswego, N. Y

Ventilators
Friedley & Voshardt, Chicago, Ill
Globe Ventilator Co., Troy, N.Y
Merchant & Evans Co., Philadelphia, Pa
Powers Bros., Streator, Ill

Washing Machines
Benbow-Brammer Mfg. Co., St. Louis, Mo
Brammer, H. F. Mfg. Co., Davenport, Ia
Clark, Quien & Morse, Peoria, Ill
Waverly Woodenware Wks., St Joseph, Mo
White Lily Washer Co., Davenport, Ia

Wire Anchors
Lenawee Mfg. Co., Adrian, Mich

Wire Goods
Denning Wire & Fence Co., Cedar Rapids, Ia
Pittsburgh Steel Co., Pittsburgh, Pa

Wringers—Mop
Dana Mfg. Co., Cincinnati, O
Goddard, C. A., Akron, Ohio

Wants and Sales.

For yearly subscribers to THE AMERICAN ARTISAN will be inserted under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, businesses for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they read the advertisement in THE AMERICAN ARTISAN.

BUSINESS CHANCES.

PATENTS

HUBERT E. PECK, 623 F St., N. W., Washington, D. C. Consulting Expert in Patent Causes. U. S. and Foreign Patents. Send for leaflet on "Rejected Patent Applications."

For Sale—Stock of hardware and building material, invoice $3,000. Building 40x60, one story. Two lots, one not occupied. Building lots, fixtures, set tinners' tools, $14.00. Located in good dairy country, northern Wisconsin. Good reason to sell. Address Nelson Bros., Luck, Wis. 25

For Sale—Clean stock of general hardware, stoves, buggies, small farm tools, etc.; sales $40,000.00 per annum: fine double stores; rent reasonable; an opportunity seldom offered; large territory; fine farming country. If interested, write Fred J. Cook, Fowlerville, Livingston Co., Mich. 23

Wanted—To exchange 50 good electrotype advertising cuts for a second-hand typewriter. Cuts are for hardware, stoves, ranges, tinware, etc. Good as new. Address Ramharter Brothers, Clear Lake, S. D. 24

Wanted—To know of a good location (Wisconsin preferred) for hardware business. Am willing to pay cash for such information if acted upon or found correct. Address P. O. Box 25, Elkhart, Wis. 24

For Sale—Hardware stock of about $5,000 on Mesaba Range, sixty miles from Duluth; $20,000 yearly business; good profits; good reason for selling. Address "Mesaba," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 23

For Sale—My interest, in full or in part, in retail hardware business in good live town in Northern Michigan; stock company capitalized at $15,000.00; hold position of manager; purchaser to take my place as manager. Address Box 915, care of AMERICAN ARTISAN, 69 Dearborn St., Chicago. 23

Wanted—Partner with some knowledge of tin and repair work; town of 1,000; Only two hardware stores in town; located in southern Minnesota. Address "Bargain," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22

For Sale—Stock general hardware, stoves and tinner's tools, invoicing about $1,800, includes fixtures containing 300 box drawers; good location, southern Indiana, population 7,000; three railroads, good farming land surrounds this city. Address, Box 19, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 22

For Sale—A well established hardware business, $30,000; a good chance for a hustler. For information, address, O. Richter, 599 Seventh St., Milwaukee, Wis. 22

TINNER'S TOOLS.

Wanted—Two sets second-hand slater's tools. One second-hand slitting shear in good condition, to cut 14-gauge and lighter sheet iron. Address Albert Guenther, Owensboro, Ky. 25

For Sale—One set tinner's tools, nearly new. 40 per cent of wholesale price for cash if taken soon. Write for list of tools. Address Chas. W. Ramson, Medina, N. D. 25

For Sale—Shop tools, nearly new. One Snyder and Trenton fire pot, 1 Packham's crimp machine, 1 square head face 2⅝x4½ in., 1 bench plate 30x8 in., 1 hollow mandrel 40 in., 1 No. 9 P. S. & W. tinners' shears, 1 No. 3 P. S. & W. setting hammer, 1 No. 0 P. S. & W. hand grover, 1 Arcade steel frame stove truck. Address Chas. Rummel, Colton, S. D. 24

HELP WANTED.

Wanted—Competent tinner, who can also do plumbing; yearly position to capable man; state references, age and salary. Address "Yearly," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 25

Wanted—A good all around tinner and furnace man; want a man to take charge of shop, make furnace estimates and put in first-class jobs; must be sober and industrious; will pay good wages to a man competent to command same; want man now or Jan. 1, 1906. Address Eugene W. Holbrook, Charles City, Iowa. 25

Wanted — First-class tinner with some knowledge of cornice work and pattern cutting. Address P. O. Box 347, Michigan City, Ind. 25

Wanted—By March 1st, 1905, an experienced cornice maker and sheet metal worker to act as foreman in a shop employing from 8 to 20 hands. Must be strictly up-to-date in shop methods, and a hustler, capable of handling men to obtain best results. Position permanent to the right kind of a man. Must be strictly temperate. Address Marshalltown Cornice Works, Marshalltown, Ia. 25

Wanted—First-class metal-spinner; steady position; all kinds of metals and all kinds of large work and schucks turning and bin working for myself for some years. Address Wolfgang Sebiger, New Kensington, Pa. 25

Wanted—Experienced plumber, steam and hot water fitter who is familiar with plumbing and hydraulic work, wishes permanent position or will go into partnership with some one who will furnish capital. Address "Change," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 25

Wanted—Two experienced stove salesmen for western territory, including Wisconsin, Minnesota and the Dakotas. Large line and attractive goods; attractive prices. Experienced salesmen preferred. Address Box 907, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 24

Wanted—At once, a hustler that can sell goods in store and can do ordinary tinwork and furnace work. Also have some plumbing to do and could use an all around man. Address R. W. Hedeman, Bloomington, Wis. 24

Wanted—By Jan. 1, 1906, tinner; must be good jobber and furnace hand; must be capable to run tin shop and to handle a force of men; will give part interest and good wages; don't answer unless able to fill the position; married man preferred; place in Chicago. Address Box 97, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 23

Wanted—By January 1st or 15th, an experienced hardware clerk with some knowledge of tinwork. Prefer one that can talk Bohemian or Polish. Address Frank J. Smith, Lidgerwood, N. D. 24

Wanted — First-class experienced stove salesman, acquainted with Ohio trade. Address Pittsburgh Stove & Range Co., Pittsburgh, Pa. 23

Wanted—An experienced young stove salesman to travel in Illinois and Iowa; a good standard line; references required. Address Box 605, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 23

Wanted—Salesman; good territory for successful malleable range salesman; would consider energetic young man with retail experience. Address Peerless Steel Range Works, Chicago, Ill. 23

Wanted—A good all around tinner who also understands gravel roofing; must be sober and energetic; good wages and steady work to the right man. Albert B. Guenther, Owensboro, Ky. 23

Wanted—An honest and reliable all around tinner, hardware, pump and general utility man; one that can come well recommended; a steady job for the right man; write, stating wages wanted. Address A. S. Leffingwell & Co., Brighton, Colo. 23

Wanted—Three good all-around tinners; steady work. Address Hoernel Hdw. Co., 311 Sixth St., Racine, Wis. 23

Wanted—A hardware traveling salesman for southwestern Wisconsin. Apply Hoernel Hardware Co., Racine, Wis. 23

Wanted—At once, two practical cornice men; steady employment; good salary. Address LaCrosse Steel Roofing & Corrugating Co., La Crosse, Wis. 23

Wanted—A plumber and tinsmith; must be strictly sober, to do some job work, but mostly building acetylene gas machines and doing gas fitting. Would be willing to sign contract for one year at $80 per month. Address Dayton Bros., King City, Monterey Co., Calif. 22

Wanted—A good tinner and slater; pay $15 per week; man with family to locate in good city of 7,000. Living and rent cheap. Address, Chandler & Lee, Coldwater, Mich. 22

SITUATIONS WANTED.

Wanted—Position by good furnace man; wish to make a change about Jan. 15th; understand steam, hot water and pipe fitting; job in Iowa preferred. Address "Preferred," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 25

Situation Wanted—By experienced tinner on general job and furnace work; must be steady; state wages in first letter; am married man; can also speak German. Address Fred E. Wittbecker, Morrison, Ill. 25

Wanted—A position as tinner by a man of 23 years of age; speak German and English; strictly sober, honest and reliable; can do all kinds of furnace and general tin work. For particulars write to Columbus Hardware Co., Columbus, Wis. 25

Wanted—By March 1st, job by the year as hardware clerk or tinner. Small town preferred. Have had 11 years' experience. Age 24 years. Married; no family; sober and a good mechanic, and have worked for present employer five years, but desire a change. State wages. Address Box 113, New Madison, Ohio. 25

Wanted—Position as tinner by January 1st. Have three years' experience; can do furnace work, tin and galvanized roofing, spouting, tinwork, etc. Am strictly honest, sober and reliable. Address Paul Westphal, Columbus, Wis. 24

Wanted—A position with a hardware and implement firm as tinner and all-around man. I am 34 years old and married. I can do tin work, furnace work, plumbing, steam and hot water heating. Can also work on farm machinery. I want plenty of work at good wages. Fully explain the position in first letter. Address "Letter," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 23

Wanted—A position by a good all-around tinner who understands furnace work and tinning and spouting, all kinds of roofing, and can do plumbing; single man, age 35 years, strictly honest and sober. Address M. B. Welton, Athelstene, Mearnett Co., Wis. 23

Wanted—Situation as traveling salesman for hardware or tin and sheet iron supply house, or a stove and furnace manufacturer. Prefer territory in Colorado or Western coast states. Have had five years' road experience and twelve years in retail business. Will furnish best of references. Address Box 200, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 23

SPECIAL NOTICES.

WANTED

Position by an experienced stove salesman. Have covered Illinois, Wisconsin, Indiana and Iowa. Can give references. Five years with last firm. Address "Box 493," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 3t. 25.

ADDITIONAL LINE.

Manufacturer's Agent calling regularly on the hardware trade in Iowa, Wisconsin and Illinois, would like an additional line. Not stoves or refrigerators. Address "Additional Line," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. 3t. 25.

WANTED

To exchange—Good improved Iowa or western Illinois farm for stock of hardware or hardware and implements. Address "Implements," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Illinois. 4t 22

WANTED

Salesmen who understand the furnace business to sell well known line of side wall registers. Will give state agencies. A good proposition for live salesmen. For further information address "Register Salesman," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago, Ill. u. f. n.

SPECIAL NOTICES.

WANTED

Salesman for tin plate and metals. Must be thoroughly experienced. Merchant & Evans Company, Philadelphia. 3t25

WANTED

Salesman for the state of Michigan (Southern Peninsula), experienced in selling first-class trade in this state and familiar with tin, galvanized, japanned and sheet metal ware, and with tinplate and sheet iron for jobbing purposes. Apply with references to the Republic Metalware Company, successors to Sidney Shepard & Company, Buffalo, New York. 2t24

WANTED

Salesmen for states of Pennsylvania, New York, Indiana, Illinois, Iowa, Wisconsin and Minnesota, having experience in the sale of Metal Ceilings, Eave Trough, Conductor Pipe, Steel Roofing and Tin Plate. State past experience and salary wanted. Address, Sales Manager, care of box 472 Canton, Ohio. 3t 23

WANTED

Salesmen of ability to sell our lines in Indiana, Illinois, Iowa, Wisconsin. Call on Jobbers, Department Stores and Hardware Dealers. Unquestionable references required. Must be capable of handling big deals and earning at least $250.00 monthly. Start January 2nd—Permanent. Give full qualifications first letter. A32, THE AMERICAN ARTISAN. 3t24

WANTED.

Position as traveling salesman with a stove manufacturing firm, who make a first-class line of trade-mark goods. Excellent references furnished as to character, ability, etc. Western territory preferred. Address "Special Salesman," care THE AMERICAN ARTISAN, Chicago. 3t 24

WANTED

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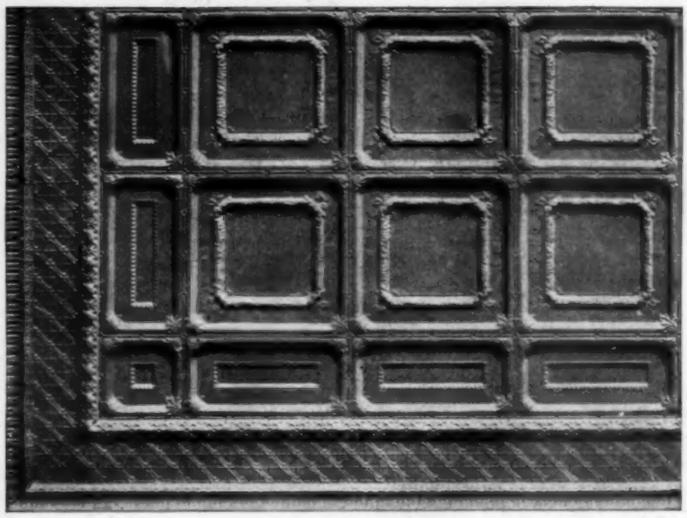

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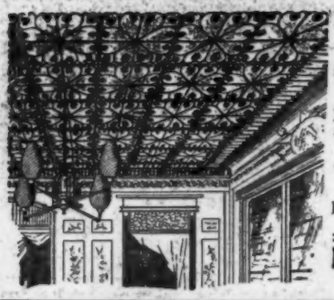

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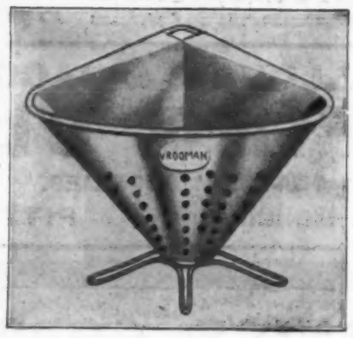

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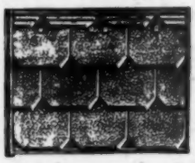

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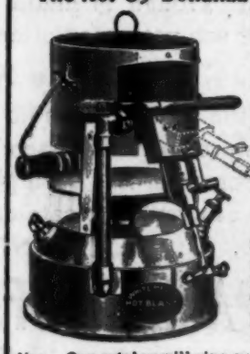
Hottest On Earth.

The No. 39 Bonanza Furnace



That is what we give you when buying a No. 39 Furnace for all around work. The tank is made of seamless drawn brass. We make many styles of Furnaces and Torches for kerosene as well as gasoline. Our catalog will give you full particulars. Order through any jobber, or send us $4.50; we will ship direct.

THE TURNER BRASS WORKS,

26 No. Franklin Street, - Chicago

Inclinable Power Press

TOOLS FOR SHEET METALS

INCLUDING

Tinners' and Roofers' Tools, Shears, Punches, Presses and Dies, Can-Making Machinery

MADE BY

Niagara Machine & Tool Works,

BUFFALO, N. Y.

"The sun never sets on America's possessions" —neither should it be necessary to light a candle to see *your* trade mark.

"THE AMERICAN ARTISAN"

is, as its name implies, cosmopolitan. It touches Maine. It reaches Alaska. Let it carry your name along with it.

H. WEISS & CO.

20 CLIFF STREET, NEW YORK.

SKYLIGHT GEARING AND CHAIN LIFTS

TINSMITHS' & PLUMBERS' TOOLS.
CORNICE MAKERS' TOOLS.
COPPERSMITHS' TOOLS.
PIPE THREADING MACHINES.

SECOND-HAND GOODS BOUGHT, SOLD AND EXCHANGED.

FLAT CRIMP EXPANDING ELBOWS

No. 1 | No. 2 | No. 3

Round Corrugated
Plain Round

Octagon
Polygon

Square "H"
Square "B"

PATENTED JUNE 4, 1895

Made of One Piece

None Genuine
Without Signature

F. Dieckmann

Station B, CINCINNATI

TINNERS

You can save the price of a No. 10 Furnace in one year's time in the saving of gasoline over other styles; also many dollars' worth of time.

NOISELESS, NO ODOR, NO SMOKE

More Heat with Less Fuel.

Greatest Range of Heating, 3 to 12 lbs.

Copper Indoors or on a Roof.

Order direct of your jobber, or we will ship direct for $6.50.

GEO. W. DIENER MFG. CO., 217 E. Lake St., Chicago

Outside Bead

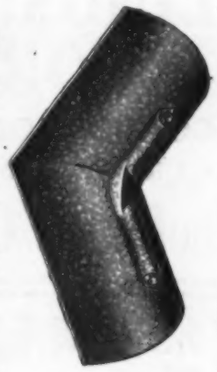
The Kind You're Looking For

The famous One-Piece Miter, made of one piece of metal, galvanized or tinned after being formed. Has more space at the bend than can be gotten in a pieced miter. There is therefore no overflowing of water. Fits all standard gutters, single or double bead, slip or lap joint, inside or outside turn.

Write for information.

It is imitated. Get the original.

J. E. Whitacre Mfg. Co.
ROCKFORD, ILL.



Inside Bead

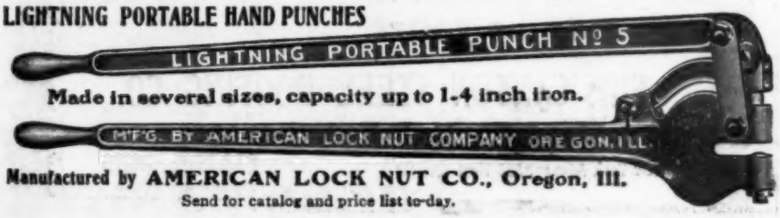
BEATS THEM ALL

Punches holes easier than any machine of same capacity.

Send for Catalogue and Price List

AJAX PORTABLE HAND PUNCHING MACHINE CO.,
1552 BALLOU STREET, CHICAGO

LIGHTNING PORTABLE HAND PUNCHES



Made in several sizes, capacity up to 1-4 inch iron.

Manufactured by AMERICAN LOCK NUT CO., Oregon, Ill.
Send for catalog and price list to-day.

Skylight Lift

A new device whereby a skylight can be raised or lowered as easily as a weighted window. Constructed of steel and malleable iron; has a movable slide-holder to adjust itself, and can be opened to any distance desired. Always locks automatically, open or shut. Can be applied to either hipped or flat skylights easily and quickly.

SEND FOR PAMPHLET

G. Bickelhaupt Skylight W'ks
243-245 West 47th St., NEW YORK.
Trade "G. B." Mark.

"Oh, Mercy! Help! Help!

$2.50 Net.

The water pipes are frozen, the range is bursted, and the kitchen is a skating rink!" This is about what some of your customers will say some cold morning and they will expect you to be prepared to send help at once. A No. 31 Torch is indispensable at such times. Do not drive your trade to your competitors by failing to be ready to give quick attention. It means money in your pocket to be able to quickly care for your own and as many of your competitors' customers as possible. See that you get C. & L. Torches. "Your money back if you are not pleased."

Clayton & Lambert
Manufacturing Co.
Detroit, Mich., U. S. A.

Rely on yourself—invest your money in YOUR OWN business—advertise.

MODERN SUCCESS LIES IN MODERN METHODS

Large stocks, prompt and courteous attention, small profits and big sales.

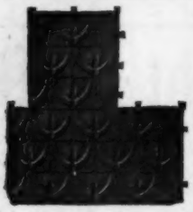
It is on these principles we wish to deal with our dealers, and our dealers will be enabled to do likewise by dealing with us.

We manufacture a great variety of metal products such as

Steel Lath, Metal Corners, Eaves Trough, etc.

We ship our orders the same day as we receive them; so that our big stock, when you have our catalogs, is practically yours. In other words, the jobber can practically deliver a great number of orders as promptly as if our stock was at his place of business. You will be enabled to sell at low rates, for manufacturing, in large quantities, and under most improved conditions we sell at low profits. Write Department M.

THE BOSTWICK STEEL LATH CO., Niles, Ohio



THE largest producers in the west solicit the orders of the trade for Art Metal Ceilings, Architectural Ornaments, Roofing, Corrugated Iron, Galvanized Iron, Corrugated Conductor Pipe, Finials, Weather Vanes, Cresting, Etc., Sheet Copper. Galvanized Steel Tanks for All Purposes.

FRIEDLEY & VOSHARDT

194-202 Mather Street : : : CHICAGO, ILL.

STEEL CEILINGS!

DROP A POSTAL FOR New Cat!!

ROOFINGS
SIDINGS
EAVE-TROUGH-CONDUCTOR

CORNICES!

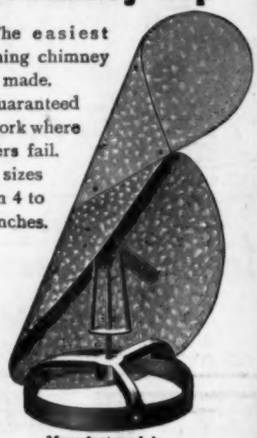
SKYLIGHTS!

QUICK SHIPMENTS!!!

La Crosse Steel Roofing & Corg. Co., La Crosse, Wis.

The Dayton Swing Chimney Top

The easiest turning chimney top made. Guaranteed to work where others fail. All sizes from 4 to 24 inches.



Manufactured by

The Kramer Bros. Fdry. Co.
DAYTON, OHIO

Largest Manufacturers of Swing Tops in the World

A Merry Xmas

to you, with many thanks for your patronage in the past. We trust that you have been prosperous and that a Happy New Year may be yours.

THE CANTON STEEL ROOFING CO.
"THE METAL CEILING MAKERS"
New York Agency, 525 West 23rd St. CANTON, OHIO

To Our Friends!

The past year was a prosperous one for us. Our friends contributed to our success. During this season of Merry Wishes and Happy Thoughts we extend to you our sincere thanks for past orders.

We trust that you, also, were successful, and that the coming year may place you on still higher a pinnacle.

Wishing you a Merry Christmas and a Happy New Year, we remain,

Yours to Command,

Art. 12-23-5

The Berger Mfg. Co.
CANTON, OHIO

Gothic Design—One of the great variety of our

Art Metal Ceilings

We manufacture and always have on hand a large stock of

All Kinds of Sheet Metal Goods

for building purposes, in artistic designs and of first-class material. We furnish

ESTIMATES AND PLANS FREE OF CHARGE

Write for catalogs and price list.

Kanneberg Roofing & Ceiling Co.
CANTON, OHIO, U. S. A.

Stay-In Flue Stoppers

Brass finished. Nicely decorated. Cannot be jarred or blown from flue hole. Guaranteed to be soot proof.

Perfection Cake Mixer

Made of No. 16 steel. It's one of the best articles on the market. Almost everybody thinks so.

STUBER & KUCK, Peoria, Ill.
Manufacturers of Pieced Tinware and all styles of Flour Sifters.

LEVER SHEAR.

This Lever Shear is made in seven sizes. It is a convenient tool for shearing plates, bars or angle iron. We build a complete line of Shears, Punches and Bending Rolls, all sizes, for hand or power

BERTSCH & COMPANY,
Cambridge City, Ind.

WAVERLY WASHER

NO COGS ON OURS

Easiest Operated Easiest SOLD

Does
Gets
Holds
Increases } THE BUSINESS { Easily
Quickly
Continuously
Satisfactorily

That's WHY WISE Dealers
"Push the Green Machine"

EXCLUSIVE AGENCIES

WAVERLY WOODENWARE WORKS, St. Joseph, Mo., U. S. A.

A Mere Glance

at this illustration does not suffice.
The true merit of the

"BB" Roller Gearing Rotary Washer

is understood and appreciated upon examination and trial.

It pays to investigate.

Benbow-Brammer Mfg. Co.
St. Louis, Missouri

THE SMILE

THAT WONT COME OFF
Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY
WHITE LILY WASHER CO.
TOLEDO, OHIO. DAVENPORT, IOWA

Manufacturer

Does it belong in a Hardware Store? We help to create the demand by placing it with the Retail Hardware Merchant. Our salesmen work in 10 states. Only *Good Merchandise* considered.

Retail Hardware Merchant

Hold your old trade and take on new. If you are within a thousand miles west or two hundred miles east, and our salesman does not call, write us.

PAXTON & GALLAGHER CO., Omaha, Neb.
Jobbers to Retail Trade Only.

Why do some business men set aside sums of money for advertising that would be enough for some people to live on?

HOTCHKISS CLIPPERS

Standard Quality and Workmanship Guaranteed. Prompt Shipment. Prices Right.

Simple in Design. Elegant in Finish.

No. 350 B. B.

Send for Descriptive Catalogue and Prices.

EDWARD S. HOTCHKISS,
IRANISTAN AVE., BRIDGEPORT, CONN.

1905 Ocean Wave Washer

With Covered Gear

You want the exclusive agency?
WRITE US.

VOSS BROS. MFG. CO.
Davenport, Iowa

The O. K. Washing Machine

is not sold to **Catalogue, Mail Order or Premium Houses** under the brand of O. K. or any other brand. All the leading jobbers have them in stock.

H. F. BRAMMER MFG. CO.
Davenport, Iowa

Blick No3 The Best Box
FOR RURAL FREE DELIVERY

$5.88 Per Dozen

BE JUST WITH CUSTOMERS

Sell them Blick No. 3 boxes. They are big ones, 6½x8½x 19 inches. Made of heavy galvanized steel. Painted green, the new Government color. Same shape and color as city boxes. Have Positive-Locking Flag Signal, Automatic Latch, Water-Tight Quality. Every box tested, every box right, every box warranted. They will get the business. You better get them. Order now.

$5.88 per Doz.

BLICK-WILLIAMS CO.
INDIANAPOLIS, IND.

MAKE MORE MONEY

Rural Routes are going in all around you. You can get this business with the SIGNAL MAIL BOX

It is the original box for Rural Routes with special endorsements of Postmaster General. • The best made, the best liked, the easiest sold and the best advertised.

SIGNAL MAIL BOX CO.
106 Benton St., Joliet, Illinois

No Dust, No Dirt

Pleases everybody

Quick Seller

Order at once to insure prompt delivery.

Send for prices.

HILL DRYER CO.
Worcester, Mass., U. S. A.

IMPROVED OIL CAN FAUCET

J. M. LITCHFIELD
227 WATER ST., NEW YORK

THE IDEAL

$5.50 Per Doz.

$5.50 Per Doz.

No Better Boxes for Rural Free Delivery

All parts stamped and no rough edges. Made of heavy galvanized steel. Lock signal. Each box tested and warranted. What's the use paying more, $5.50 per dozen is enough. Order at once.

Aluminum Finish 25c. Per Dozen Extra

SMITH BROS. MFG. CO.
246-254 E. Kinzie Street, CHICAGO

$5.85 Per Dozen.

Sample 50c. Cash.

ALUMINUM FINISH

Absolutely Tight. No Rough Edges. Ends double seamed on. The Best Box Made. A Sample will Convince. Immediate Shipments.

ROYAL MAIL BOX CO.
CLEVELAND, O.

Peoria Washing Machines

Best in the Market—Made With Ball Bearings

Have a Compound Lever Handle which greatly reduces the work of wash days. The motion used in vibrating the handle takes the strain from the back and lets the arms do the work with a great reduction in labor.

Send for Catalogue. Secure the Agency.

CLARK, QUIEN & MORSE
PEORIA, ILLINOIS

ELEVATORS

Improved Quick and Easy Rising Steam, Electric and Hand Power

Send for circulars

KIMBALL BROS. CO.
1031 Ninth St., COUNCIL BLUFFS, IA.
KIMBALL ELEVATOR CO., 180 Vincent St., CLEVELAND, O.

What Is Daus' Tip-Top?

TO PROVE that Daus' "Tip Top" is the best and simplest device for making 100 Copies from pen-written and 50 Copies from typewritten original, we will ship complete duplicator, cap size, without deposit, on ten (10) days' trial.

Price $7.50 less trade discount of 33⅓% or $5 net

The Felix C. L. Daus Dup. Co., Daus Bldg. 111 John St., N.Y.City

$25 ON 5 TON

Is what you can save

We make all kinds of SCALES.

WRITE FOR PRICES

Also B. B. PUMPS and WIND MILLS

BECKMAN BROS., Des Moines, Ia.

The drummer sometimes earns his dues:
'Tis said the "Cat" will never lose;
But Advertisements *always* pay:
They're somehow *always* in the way.

Magic Pattern Rule — Will Lay Out Patterns

for any size and angle of elbows in three minutes' time. Can also be used as Straight-edge Rule, Circumference Rule and Trammel. Should be in every Tinshop. Will save its cost in a few weeks. Thousands are in use and every one giving excellent satisfaction.

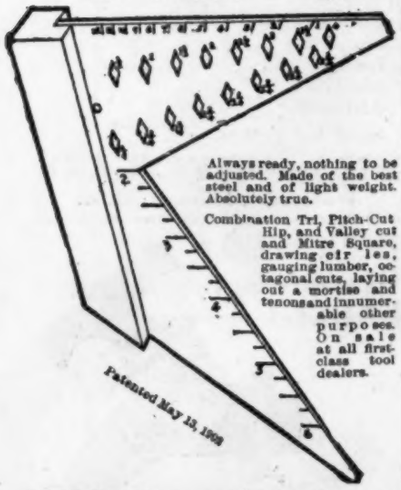
Price, complete in a nice wooden box with Chart, $4.00 net cash.

LUFKIN RULE CO., Saginaw, Mich. (Mention THE AMERICAN ARTISAN.)

New Universal Square

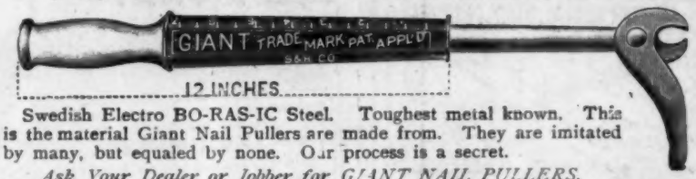
Made in Three Sizes

No. 1	6 inches	-	$0.65
No. 2	10 inches	-	1.00
No. 3	13 inches	-	1.50



THE DUBY & SHINN MFG. CO.
INCORPORATED
Nelson Bldg., 19 Park Place, New York City
(Please mention The American Artisan.)

GENUINE GIANT NAIL PULLERS



Swedish Electro BO-RAS-IC Steel. Toughest metal known. This is the material Giant Nail Pullers are made from. They are imitated by many, but equaled by none. Our process is a secret.

Ask Your Dealer or Jobber for GIANT NAIL PULLERS, or Write for Green Book.

SMITH & HEMENWAY COMPANY
Manufacturers Cutlery and Hardware
Dept. 16 296 Broadway New York

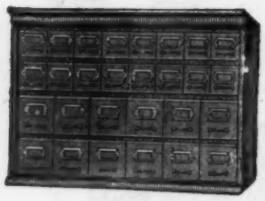
HIGH GRADE HAND SCREWS, PLANES

Plumbs & Levels

Boxwood and Ivory
RULES
Yard Sticks, Gauges, etc.

The Chapin-Stephens Co.
UNION FACTORY
LOCK DRAWER 15
Pine Meadow, Conn., U.S.A.

Steel Hardware Shelf Boxes

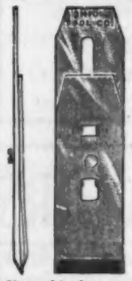


Screw Cases, Etc.

Send for Circulars.

HELLER CO., Montclair, N. J.
or GEO. W. HEILAND, 213 Washington St., Chicago, Ill

THERE'S NO DOUBT



About **"Ohio" Plane Irons.** Carefully made from best materials, we guarantee every one fully. The irons used in both our Iron and Wood Planes are extra heavy at the cutting end which prevents chattering and trembling.

OUR OTHER LINES: Chisels, Gouges, Drawing Knives, Planes, both Iron and Wood, Auger Bits, Bench and Hand Screws, Spoke Shaves, Etc.

Note: We do not sell Catalogue Houses.

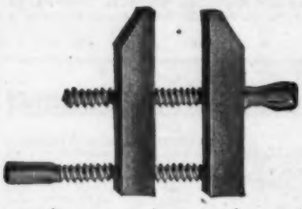
Ohio Tool Company, Factories: Columbus, O. Auburn, N. Y.

JULIUS DEERING
of Eau Claire, Wis., writes:

Kindly discontinue my ad in your valuable paper as I have found the party desired I always receive about fifteen letters when I use your want columns.

12—5

The HAND SCREW with THE SAW-CUT THREADS



IN HAND SCREWS IT PAYS TO BUY THE BEST

The Grand Rapids Hand Screw is as good as can be made. All second growth Hickory Spindles, and the best Maple Jaws Write for catalog and prices.

GRAND RAPIDS HAND SCREW CO.
160 South Ionia Street GRAND RAPIDS, MICH.

THE ECLIPSE AKRON SPIRIT LEVEL

Sent to all dealers on approval. Write for our new illustrated catalogue and prices.

Manufactured by **THE BAKER-McMILLEN COMPANY. Akron, Ohio**

STANLEY RULE AND LEVEL CO.

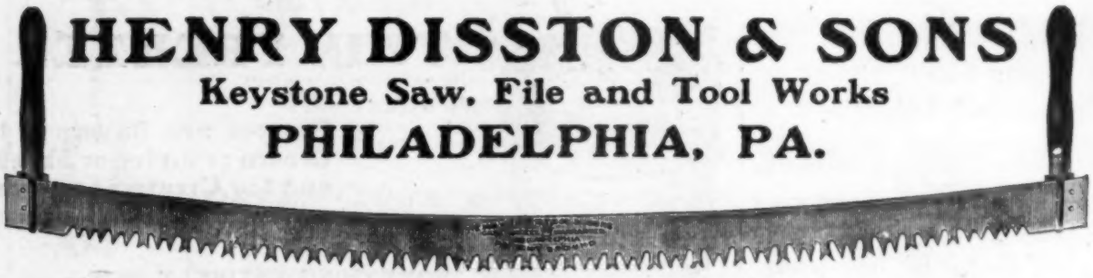
IMPROVED CARPENTERS' TOOLS

Sold by All Hardware Dealers NEW BRITAIN, CONN.

Quality Sells

That's why Disston's Saws are known throughout the world. It has taken years of patient experimenting and great expenditure of money to bring Disston's Saws to the point of perfection which they have attained. Lumbermen can attest to the superiority of our saws. Hardware men know they are good because of the many sales made, and customers know they are good because they have withstood the wear and tear of time and toil.

HENRY DISSTON & SONS
Keystone Saw, File and Tool Works
PHILADELPHIA, PA.



The World's Standard "Pullman" Coil Door Springs

Malleable Iron Hooks
No. 209 Japanned Screw Eyes
We are booking orders now for Spring Delivery
Price guaranteed to date of shipment
PULLMAN MFG. CO., Rochester, N. Y.

"NEVER-BREAK" SHOVELS

Plainback and Hollowback

Not cheapest at the start, but cost least in the end, because they are shovels of quality. Complete catalogue and prices. Write.

THE AVERY STAMPING CO., Cleveland, Ohio
Manufacturers "NEVER-BREAK" Cooking Utensils

"BLUE BOOK" CREDITS

—OF THE—

Iron, Steel, Hardware, Stoves, Tinware, Plumbing, Etc., Trades.

This Agency issues as complete and reliable book of credit ratings fo this special branch of trade as has ever been published, containing about 400,000 rated names of wholesalers, retailers and manufacturers, covering the trade thoroughly. The ratings are conservative and very reliable. The *paying record* is based upon *ledger experience* of credit men everywhere.

You buy credit information. Isn't it the part of a good buyer to post himself thoroughly on the merits of a book of ratings, gotten up especially for his trade by men with ample capital and who are thoroughly trained in this class of work and who make a *specialty* of it?

Terms of subscription can be had by addressing Executive Office

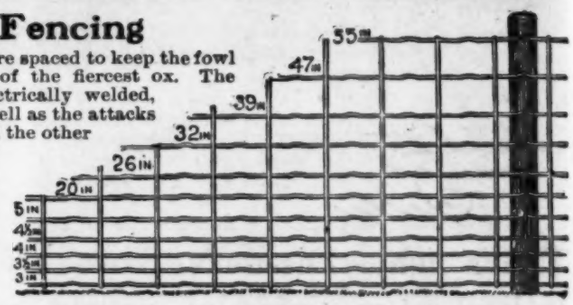
Iron and Hardware Mercantile Agency.

157 Federal Street. BOSTON, MASS.

"Pittsburgh Perfect" Fences

For Field, Farm and Hog Fencing

are made to meet all the demands they are subject to. They are spaced to keep the fowl within their limits and are calculated to stand the strength of the fiercest ox. The wires and rods are of the best steel the market affords, electrically welded, and are galvanized so that they can resist the elements as well as the attacks of the curbed in animals. They are just as meritorious as all the other



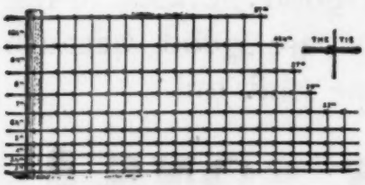
"Pittsburgh Perfect" Brands

of Wire Rods, Annealed, Bright and Galvanized Smooth Wire, Barb Wire, Twisted Cable Wire, Fence Staples, Wire Nails, Steel Hoops, Bands and Cotton Ties. Dealers save money on goods.

MANUFACTURED BY

The Pittsburgh Steel Co., Pittsburgh, Pa.

The Fence That Suits



Your Customer

is the one for you to handle

Woven Field Fencing

Both Single and Double Strand.

JUMBO POULTRY turns everything.
Lighter Poultry for less money of Various Weights.

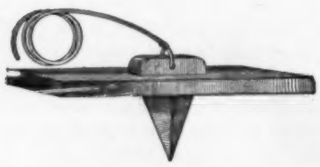
Lawn and Cemetery Fence, Barb Wire, etc.

SEND FOR CATALOGUE.

THE DENNING WIRE & FENCE CO.
CEDAR RAPIDS, - IOWA

Write for Our Circulars

and we will tell you what's doing in the Fence Anchor business.



The only Anchor made for between the posts and for corner posts.

LENAWEE MFG. CO.
ADRIAN, MICH.

Ask Your Jobber About It.

Send for New Freezer Catalog.

"AMERICAN"

(2 in 1)

TWIN FREEZER

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer

SOMETHING ENTIRELY NEW
NEVER DONE BEFORE

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

SPERRY'S STEAM KETTLES

Made from very thick metal, without Stay Bolts, joint packed in such a manner as to never need repacking. A little higher priced than some, but they are safe and tight.

D. R. SPERRY & CO. HOLLOW-WARE FOUNDERS Batavia, Ill.

Hand Farming and Garden Tools

Bearing the Brands

ELY	OTSEGO	HARRIMAN	BATCHELLER
GENEVA	JACKSON	COLUMBUS	PHILADELPHIA
BOLLES	UTICA	ASHTABULA	FORT MADISON

bear the stamp of quality, workmanship and design not characteristic of any other make. We spare nothing to make them the best in every particular for we wish to maintain

THE STANDARD OF EXCELLENCE

that has made them famous the world over. We manufacture them in large quantities and under most favorable conditions, so that we can sell them as cheap as poor grade tools.

The dealer handling these brands handles something that brings him good profit, spreads his popularity and constantly increases trade. For list of tools

SEE OUR NEW CATALOGUE

AMERICAN FORK & HOE COMPANY, CLEVELAND, OHIO

You'll Be Surprised

at the demand there is for a really GOOD Post-Hole Auger if you take up the sale of the

Iwan Post-Hole AND Well Auger,

the most largely sold and the most prominently advertised earth auger on the market, our advertising reaching all classes of consumers who have use for a post-hole auger.

It takes a ***Large Variety of Sizes*** to satisfy so many consumers, We make the augers in 3, 4, 5, 6, 7, 8, 9, 10, 12 and 14-inch sizes. 16-inch size in preparation.

ORDER YOUR SPRING SUPPLY

from your Jobber NOW, and include ***Iwan Drain Cleaners, Ditching Spades*** and ***Post-Hole Diggers.*** Send for list of complete line.

IWAN BROTHERS, Manufacturers of Hardware Specialties, ***Streator, Ill.***

Gillette Safety Razor

NO STROPPING. NO HONING.

Perfection at Last.

ALWAYS READY, ALWAYS KEEN.

Simply Lather and Shave.

THERE IS NOTHING TO ADJUST, NOTHING TO LEARN.

This cut is full size

BUILT LIKE A WATCH, TO LAST FOR YEARS.

The wonderful feature of this razor is the blade. Twelve blades (twenty-four sharp edges) as THIN as paper, as HARD as flint, as TOUGH and FLEXIBLE as whalebone, go with each set. EACH BLADE is good for from TWENTY TO FORTY SHAVES.

Triple silver-plated set with 12 blades, $5.00

Ten extra blades 50 cents.

Awarded a Gold Medal at St. Louis in 1904.

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All Leading Cutlery and Hardware Dealers carry "The Gillette."

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"BIG FOUR ROUTE"

passes through an interesting Country every mile of the way

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Buffet Parlor Cars or Dining Cars on day trains, and Pullman's finest Compartment and Standard Sleepers on night trains. All trains run solid, Chicago to Cincinnati. The only line from Chicago connecting in the Central Union Depot, Cincinnati, with C. & O., Q. & C., L. & N. and B. & O. S. W. Rys. For reservations, etc., call on or address

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SMALL RIVETS

FOR ALL PURPOSES

SELECTED MATERIAL
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GOOD APPEARANCE
SQUARE CUT-OFF
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SMALL BOLTS
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PUMP CHAIN

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Is just what you need for **Home, Store, Church, Hall** or any other institution to be properly illuminated at a minimum expense.

Is your store well lighted? How about your neighbors? Can't you sell them an outfit? No part of your business more profitable. Write us at once for full particulars and we will show you why our System is better, cheaper and in every way superior to any now in use.

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We light the Tents of Barnum & Bailey's, Ringling Bros. and all leading tented shows in America and Europe.

"PRISCO"---Lights the World!

You'll have to do considerable searching before you'll find a Lantern that has *so many* good points as the "PRISCO."

We're building up a reputation with our "PRISCO" Lantern—and Jobbers and Dealers after receiving their first shipment of "PRISCO" Lanterns voluntarily write us, and tell us how pleased they are with the general appearance, and how fast "PRISCO" Lanterns sell.

We know "PRISCO" Lanterns are the best that can be made—*every Dealer* knows this as soon as he orders a few.

Have we shipped you any "PRISCO" Lanterns?

If not, we want to send you our Lantern Proposition!

It's worth asking for!

The Pritchard-Strong Co.,
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A FEW OF OUR SPECIALTIES

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STAR ENAMELING & STAMPING CO.
PITTSBURGH, PA.

The "Manest" Family Clothes Dryer

Another Pleased Customer Says:

Nov. 14, 1905.

Gentlemen:—Herewith find check for balance of your bill of Sept. 23rd. So far the **Dryers** and **Gas Furnaces** give entire satisfaction, in fact, are a great comfort and convenience. Should they get out of order I will call on you for assistance as may prove necessary. Yours truly.

A. ST. J. NEWBERRY.

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Only 8 Hours
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5,000 Candle Power Vapor Lighting System makes illuminating gas at 12 to 15 cents per thousand cubic feet. It will pay for itself in four months. Will cost you nothing to try it. We will give to any responsible party six months' time to pay for the plant. Sold on approval, guaranteed for five years. We are not imitators, but originators and manufacturers of the wonderful vapor lighting systems. Write us for a catalogue.

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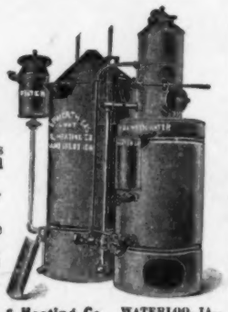
The Ideal Acetylene Generators.

GET THE BEST.



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Can you ask for more?

There is none better.

Active agents wanted.

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Mention "THE AMERICAN ARTISAN."

Have You Subscribed?

ONE-EIGHTH HORSE POWER ON 80 LBS. PRESSURE

DIVINE WATER MOTOR

IS POWERFUL, PERFECT AND PRACTICAL

Furnishes power for sewing machines, small lathes, scroll saws, dental lathes and other small machines.

Grinds, Polishes, Buffs anything. 1,000 other uses.

Full line of supplies furnished for any kind of work.

PRICE COMPLETE—Including emery buffing and pulley wheels, faucet connection, polishing composition, etc., $4.00.

This adv. and $3.50 will get the motor.

Liberal discount to the trade.

DIVINE WATER MOTOR CO.
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This Label on all Taplin's Pat. Improved **Dover Egg Beaters** stands for **Quality and Durability.**
THE TAPLIN MFG. CO., New Britain, Conn., U.S.A.
156 Chambers St., New York.

$1.36 PER DOZEN

Only 11½c a piece.
Extra good, strong knife, with steel patented handle. Will retail at 25c. at the least.
Send for FREE Sample
Large discount to jobbers.
H. O. KEFERSTEIN, Barberton, Ohio

STAR EXPANSION BOLT CO.
147 Cedar st. N.Y. 142 Lake st. Chicago

They Carry Heavy Loads

Coal Hods should be made to last. They should be strong and durable. They CAN be made to last, but the

VICTOR COAL HOD

is the only one that WILL. It is provided with a reinforced bottom. This bottom not only renders practically everlasting the most vital part of a coal hod, but strenghiens the whole structure.

We make other kinds of tin and galvanized ware, including the popular Victor Water Pails and Wash Tubs.

THE VICTOR STAMPING CO., BROADWAY, LOVELAND, OHIO

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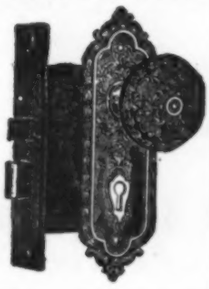
MANUFACTURERS OF **LIGHT GRAY IRON CASTINGS**

Builders' Hardware, Dampers and Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



100
Tinners' Patterns

THE AMERICAN ARTISAN FULL SIZE PATTERNS

Comprise patterns for a full line of tinware, in numerous sizes, square and round elbows, cut-offs, etc. These full-size patterns, numbering upward 100, are printed on manilla paper, from which they are readily transferred to heavy sheets and cut out ready for use. The list contains the following patterns:

Tea Steeper
Two-pint Tea Pot
Three-pint Tea Pot
Four-pint Tea Pot
Five-pint Tea Pot
One-quart Coffee Pot
Two-quart Coffee Pot
Three-quart Coffee Pot
Four-quart Coffee Pot
Five-quart Coffee Pot
No. 1 Coffee Boiler.
No. 2 Coffee Boiler
No. 3 Coffee Boiler
Lamp Filler
One-pint Dipper
One-quart Dipper
Two-quart Dipper
Four-quart Flaring Pail
Six-quart Flaring Pail
Eight-quart Flaring Pail
Ten-quart Flaring Pail
Twelve-quart Flaring Pail
Fourteen-quart Flaring Pail
Ten-quart Dish Pan
Twelve-quart Dish Pan
Fourteen-quart Dish Pan
Sixteen-quart Dish Pan
Dinner Bucket
Five-inch T-Joint
Six-inch T-Joint
Eave Trough Mitre Joint
"Snap" 2-inch Conductor Elbow
Cullender
Two-inch Square Elbow
Two-and-a-half-inch Square Elbow
Three-and-a-half-inch Square Elbow
Four-and-a-half-inch Square Elbow
Five-and-a-half-inch Square Elbow
Six-and-a-half-inch Square Elbow
Seven-and-a-half-inch Square Elbow
One-pint Funnel
Two-pint Funnel
Three-pint Funnel
Four-pint Funnel
Small Milk Strainer
Large Milk Strainer
Ten-quart Milk Pail Breast
Fourteen-quart Milk Pail Breast
Two-inch Four-piece Round Elbow
Three-inch Four-Piece Round Elbow
Four-inch Four-Piece Round Elbow
Five-inch Four-Piece Round Elbow
Five-and-a-half-inch Round Elbow
Six-and-a-half-inch Round Elbow
Seven-and-a-half-inch Round Elbow
Small Grocers' Scoop
Medium Grocers' Scoop
Large Grocers' Scoop
Apple Corer
Oval Foot Bath
Oval Pudding Pan
Half-gallon Can Breast
One-gallon Can Breast
Two-gallon Can Breast
Three-gallon Can Breast
Half-pint Measure
One-pint Measure
One-quart Measure
Half-gallon Measure
One-pint Basin
Two-pint Basin
Three-pint Basin
Four-pint Pan
Six-quart Pan
Ten-quart Pan
Small Cake Pan
Medium Cake Pan
Large Cake Pan
Small Wash Basin
Large Wash Basin
Sprinkler Breast
Four-gallon Churn
Five-gallon Churn
Small Dust Pan
Large Dust Pan
Five Sizes Funnel Patterns
Oval Dinner Bucket
Rain Water Cut-off
No. 7 Boiler Cover
No. 8 Boiler Cover
No. 9 Boiler Cover
No. 7 Boiler Bottoms
No. 8 Boiler Bottoms
No. 9 Boiler Bottoms

THE AMERICAN ARTISAN **full size patterns are a great convenience, and in no other way can they be obtained at so small a cost. Price, sent postpaid for the**

FULL SET OF 100 PATTERNS $1.00.

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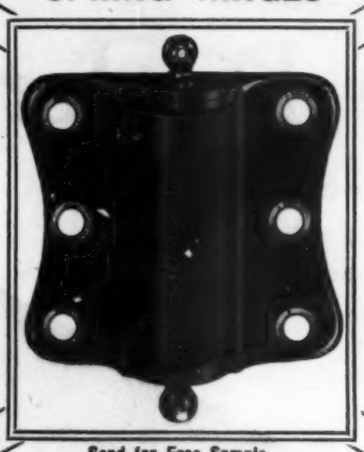
COLUMBIAN
SCREEN DOOR
SPRING HINGES

ALL STEEL HOLDBACK

A wrought steel spring hinge having a powerful triple coiled, smooth-acting spring which swings the door quickly and evenly from any angle. **Shuts the door** and **keeps** it **shut.**

Broad bearing surfaces increase the efficiency of the hinge and prevent sagging of door. The "Columbian" is simple, rigid, compact and practically unbreakable.



Note the clean cut symmetrical appearance of the hinge. The edges of flanges are bent down at right angles to form a bead, all around, thus giving a neat, beveled effect, strengthening the flanges and leaving no raw edges to be torn or bent. A good looker and a fine wearer at a popular price.

Send for Free Sample and Our Catalog No. 14 of
"SCREEN DOOR FIXINS"
describing our complete line of screen door hinges, screen door sets, door springs, door pulls, etc.

The COLUMBIAN HARDWARE CO.
Manufacturers High Grade Hardware. CLEVELAND, OHIO

The best equipped factory, the best advertised product.

We make a few articles, in large quantities, make them better than any one else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

Peerless Iceland Freezer

Our advertising—covering *every bit of freezer-selling territory* in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the *housekeeper* wants when she goes into your store.

Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.

Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can *guarantee* delivery as promised. *Everything* about it is *modern*—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. *Ask him.*

10 Warren Street, New York. **The Dana Mfg. Co.** Cincinnati.

A SQUARE DEAL

—FOR—

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square"—honest all through. For forty years we have been giving all dealers the "square deal."

We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them—they are already *sold.* Just ahead is the big demand for

"ENTERPRISE"

Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

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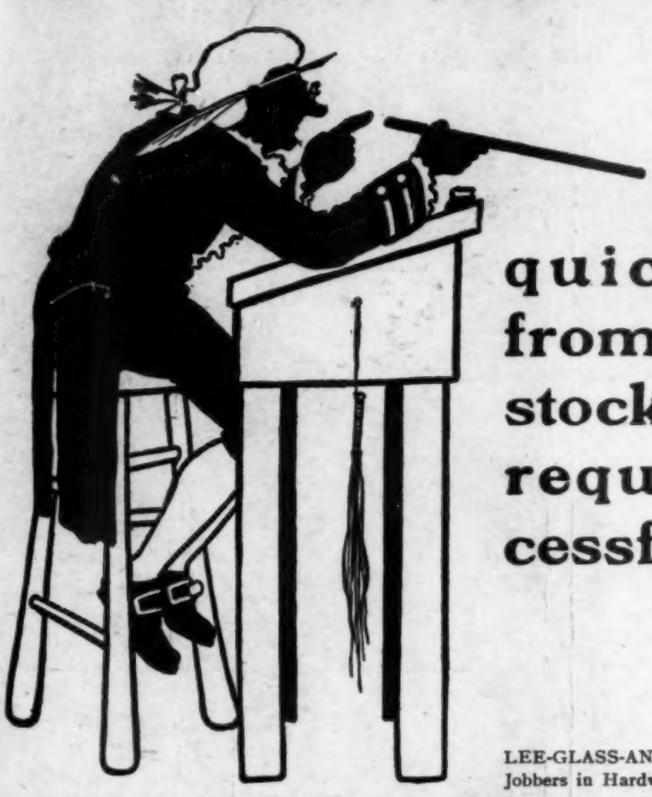
You Can't Learn It Too Quickly



An honest count, honest goods and quick shipments from an immense stock are the first requisites of successful retailing.

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Jobbers in Hardware OMAHA

STEVENS

We Help the Dealer

by broadcast publicity campaigns in national magazines and the agricultural press. Consistent co-operation is the life of trade, and a potent factor for the meritorious and popular Stevens Rifles, Pistols and Shotguns moving readily, steadily and all the time.

It is obvious that you never need explain what "Stevens" means—sportsmen the world over **know** that our products are Guaranteed for quality for several generations. **Ask your Jobber and insist on getting our goods.**

Send for illustrated catalog describing all our RIFLES, PISTOLS, SHOTGUNS, TELESCOPES, NEW MODELS, Etc., Etc.

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Better tin at your regular price—lower price on your regular grade.
Shall we send samples and prices?.

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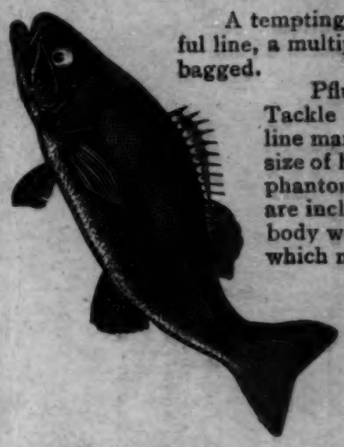
TIN PLATE SHEET STEEL
MAKERS
FOLLANSBEE PITTSBURGH
BROTHERS COMPANY

The Catchy Line

Pflueger's

Celebrated Fishing Tackle



A tempting bait, a strong hold, a powerful line, a multiplying reel—and the game is bagged.

Pflueger's Celebrated Fishing Tackle is easily the most extensive line manufactured. Every kind and size of hooks, flies, trolls, spinners, phantoms, reels, furnished lines, etc., are included—everything which anybody would want and many things of which most people have never heard.

We have the largest manufacturing facilities of this nature in the country.

NOTICE—Free to any Dealer in Sporting Goods, sent express prepaid, 155-page illustrated Catalogue No. F23, Metal Fish Sign and Window Transparency in 8-color Lithograph.

The Enterprise Mfg. Co.
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OSGOOD STANDARD SCALES

Ask your jobber about them.

Coat & Hat Hooks

The Bradley "Metal Clasp" has a stiff brace in the angle and a full rolled thread and lower hook will spring and not deface wall.

ATLAS MFG. CO.
New Haven, Conn., U.S.A.

Tinners Find Employment
By advertising and using
THE POWERS' AUTOMATIC CHIMNEY TOPS

They make chimneys draw, give Tinners employment making stocks, and give the dealers profit

Sold by Hardware Jobbers and Dealers.

Made only by
POWERS BROS.
STREATOR, ILL.

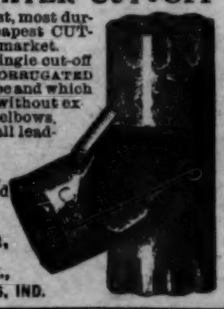
This cut free to dealers.

The "CENTENNIAL" RAIN-WATER CUT-OFF

The strongest, most durable and cheapest CUT-OFF on the market.

The only single cut-off made to fit CORRUGATED and Plain pipe and which can be used without extra pipe or elbows. For sale by all leading jobbers.

Patent applied for. Manufactured only by
COONEY & GEIGER,
19 and 21 East South St.,
INDIANAPOLIS, IND.



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in BRASS, COPPER, GALVANIZED IRON and with Glass Tops for Skylight purposes.

For Perfectly Ventilating Schools, Churches, Halls, Mills, Factories and Audience Rooms of Every Character.

SMOKY CHIMNEYS CURED
"GLOBE" Ventilated Ridges.
Send for Pamphlet.

Manufactured by
GLOBE VENTILATOR CO., Troy, N. Y.

Your Reputation

is your most valuable asset. You make your reputation by the quality of the goods you sell and by satisfying your customers. When you sell an **Atkins Silver Steel Saw** you can depend upon hearing from it in a most agreeable way and you take no chances of jeopardizing your reputation. The sale of one Atkins Saw leads to another and so on indefinitely. They are a splendid line to handle.

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